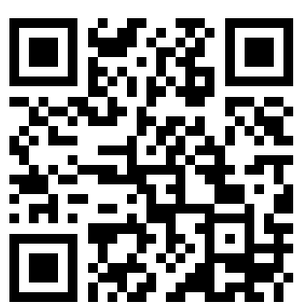
NYPL RESEARCH LIBRARIES
3 3433 10813 3483

Digitized by Google

This is a reproduction of a library book that was digitized by Google as part of an ongoing effort to preserve the information in books and make it universally accessible.

Google™ books

https://books.google.com



Digitized by Google

Hardware..

3- VNA

Digitized by Google

Digitized by Google

Digitized by Google

Digitized by Google

Digitized by Google

19822

HARDWARE

No t.p. & ind. published.

Hardware Pub. Co., N.Y. Apr. 30, 1897.

Digitized by Google

Digitized by Google

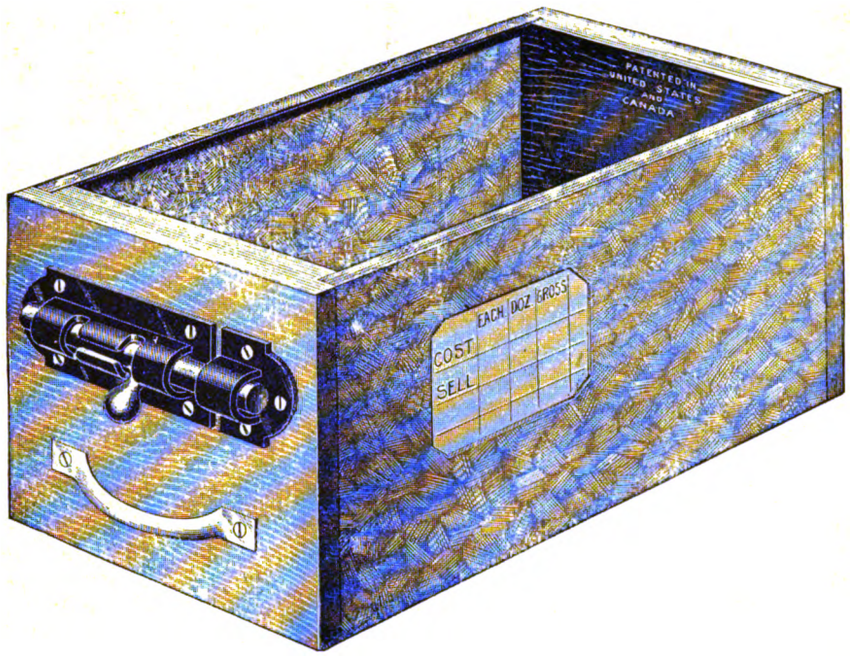


THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS

HARDWARE JOBBERS' NUMBER.

Digitized by Google

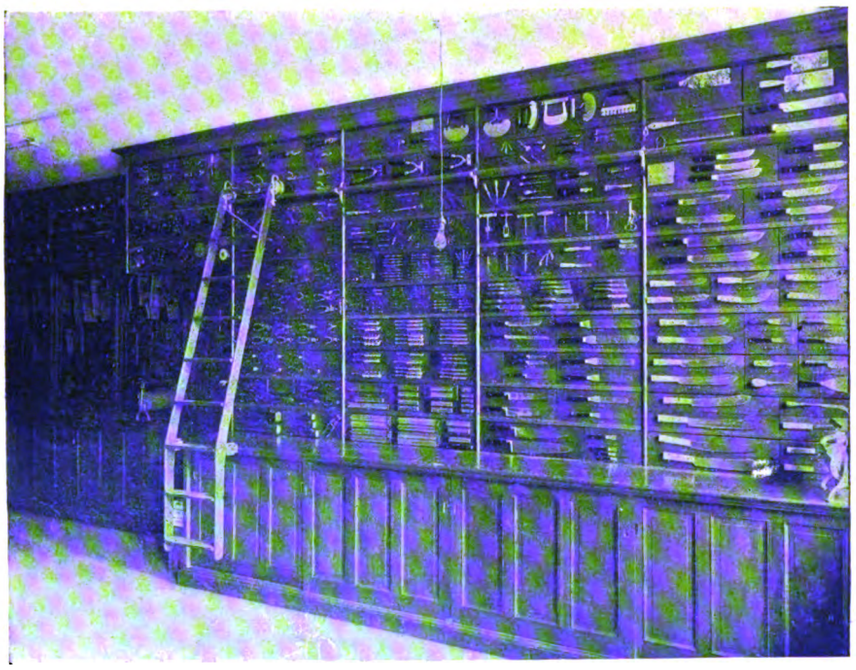
Heller's Steel Hardware Shelf Box



Are the Best, Strongest, will Last Longer with no annoyance, and give better satisfaction than any other Box made.

We make them any size to fit your shelving, with any kind of Wood Fronts, and guarantee every Box to fit and give perfect satisfaction; our prices are right, we fill orders promptly, and will be pleased to mail you one of our catalogues.

W. C. HELLER & CO., Montclair, N. J., U. S. A.



EQUIPPED WITH HELLER'S STEEL HARDWARE BOXES.

Digitized by Google

ALL THE NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 1. New York, April 10, 1899. $1.00 A YEAR.

MAGNOLIA METAL

IN USE BY All The Leading Governments

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the BRADLEY? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and WONDERFULLY STRONG.

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.

W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Cutting Glass Tubes

SEND FOR ILLUSTRATED CATALOGUE





HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,

Box M, Mfrs.,

Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford— to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

The Official Records show that Rolla O. Heikes, with

U. M. C.

U.M.C. TRADE MARK. Factory Loaded SMOKELESS Shells WON THE National Sportsmen's Association Championship, U.M.C. TRADE MARK.

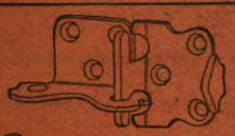
Also the National Sportsmen's Association Continuous Match.

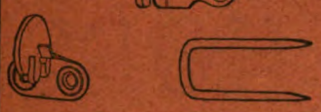
Both GREAT EVENTS held at Sportsmen's Show, Madison Square Garden, March 2nd to 15th, 1899. Figures are unnecessary—results tell. . . . Use Union Metallic Cartridge Company Shells and Factory Loads and you will secure results. . . .

THE UNION METALLIC CARTRIDGE CO.,

SEND FOR . . . . LATEST PRICE LIST.

Bridgeport, Conn





Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.



IF WE HAVE NOT SUPPLIED YOU with our 1899 CALENDAR, WRITE US.

THE STANDARD TOOL CO., CLEVELAND, OHIO, U. S. A.



Please mention HARDWARE. . . . 94 READE ST., NEW YORK CITY.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 171.

A. MUGFORD - DESIGNER ENGRAVER & ELECTROTYPER

HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO, Quincy, Ill.



THE CODLING MFG. CO.,

BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples Samson Cordage Works, BOSTON, MASS.

ESTABLISHED 1845

DUNBAR BROTHERS MANUFACTURERS OF

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS MADE FROM SHEET STEEL & STEEL & BRASS WIRE.

BRISTOL, CONN. P.O. BOX 416

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for hard wood. The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in hard wood We have combined two principles in one, and think we have solved the problem of putting a bit on the market that is suitable for all around use. Price-lists and samples furnished on application.

C. E. JENNINGS CO., Sole Manufacturers, 79 Reade and 97 Chambers Sts., NEW YORK.

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.



Our 1898 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it,

ERIE SPECIALTY CO., Erie, Pa.

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.

Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street,
Philadelphia, Pa.



NILES PATENT D. A.

SPRING HINGES AND BLANKS.

New Pattern.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. Co.,

13 S. Canal St., CHICAGO.



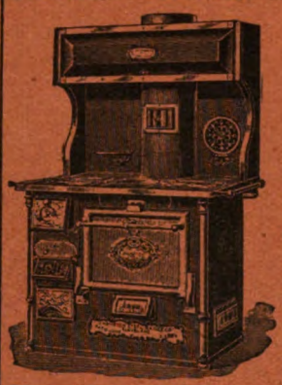
LANE'S
Automatic
Tackle Blocks.

Roller Bushed,
Steel Case,
Galvanized.

Twenty-four sizes in stock. Others to order.

Manufactured by

LANE BROTHERS CO.,
POUGHKEEPSIE, N. Y.



THE
CHAMPION
AND
MARQUART
are the only . .
Double Flue
Steel Ranges
made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL
WATER CUT OFF
FOR CISTERNS.



There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND

HIGH GRADE
Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

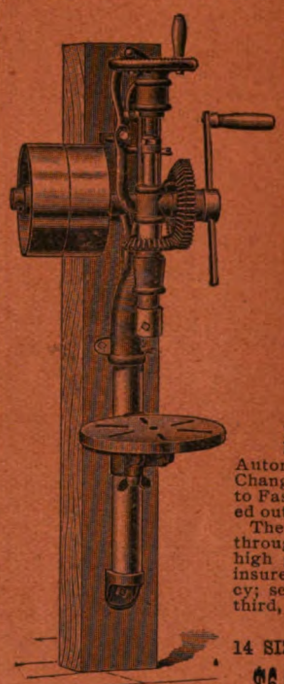
We are the largest manufacturer of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



DRILLS
FOR
BICYCLE REPAIRMEN, SMITH SHOPS, REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

$6.00 to $85.00

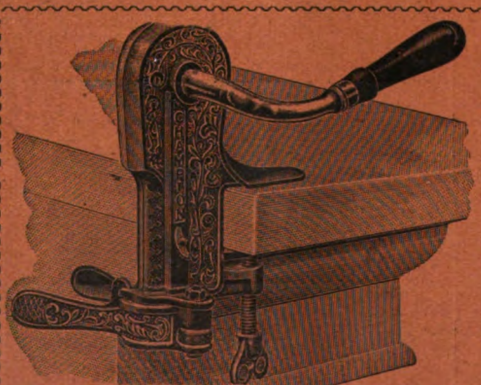
Special discounts to repairmen.

ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.

EVERY DRILL GUARANTEED.

THE SILVER MFG. Co

345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,
FREEPORT, ILL.

Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
"ADDRESS DEPARTMENT W"

Digitized by Google

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

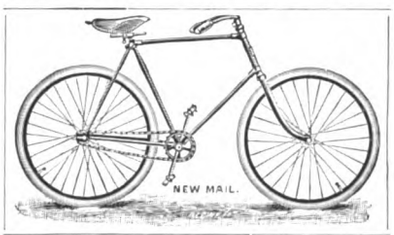
SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.

Bicycles --- Bicycles

For the Trade. 1899 Models.



BEST SELLING WHEELS.

Don't Buy your stock till writing us.

$20., $25., $30., &c.

Also . . .

BICYCLE SUNDRIES.

Also . . . Trade Discounts.

Scott, Greener, Nestley, Richards, Colt, Parker, Smith, and all makes

GUNS.

Finest and all grades Rods and Fishing Tackle.

Surely get our Fishing Tackle Quotations.

SEND FOR CATALOGUE.

WM. READ & SONS,

107 Washington St, - - BOSTON, MASS.

ESTABLISHED 1826.

STAND'D HEAD 8



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

THE ORIGINATORS OF

Hot Forged and Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.

LIGHT HEAD 8



Digitized by Google

Our Family Case of Toilet Paper

Should be in the stock of all Hardware Dealers

3000 Sheet Rolls. Satin Finish Finest Quality.

Retails for $1.00 per case.

A.P.W. Paper Co. Albany, N.Y.

Eclipse Curry Combs



We make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

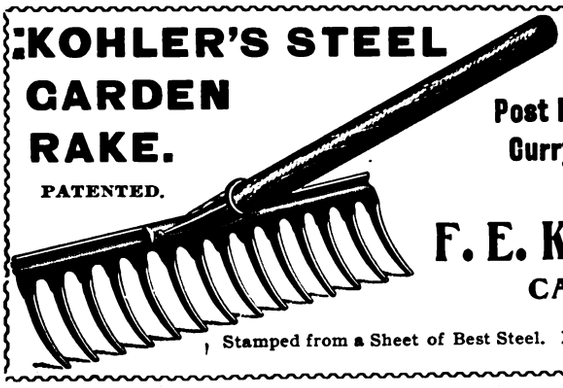
NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.

KOHLER'S STEEL GARDEN RAKE.

PATENTED.



WRITE FOR CATALOG OF

Post Hole Diggers, Lawn Rakes, Curry Combs, Corn Planters, Shovels, etc., etc.

F. E. KOHLER & CO.,

CANTON, OHIO.

Stamped from a Sheet of Best Steel. Made in 10, 12, 14 and 16 Teeth.

SHEET ZINC



FORD'S PATENT SELF-LUBRICATING BUSHED SHEAVES



For every kind and size of common bushed block. Great saving in rope and friction, and corresponding great increase of power. The bushing is the life of the block. Ford's Patent increases the life about three-fold, and increases the cost of the block only about ten per cent. Write for further information, also for free catalogue J. In ordering specify **STAR BRAND.** Refuse substitutes said to be "just as good."

SUCCESSORS TO

Boston & Lockport Block Co., Bagnall & Loud Block Co., **Boston, Mass.**

SEED'S Four-in-Hand Drop Forged Steel **COMBINATION TOOL,** Nickel Plated

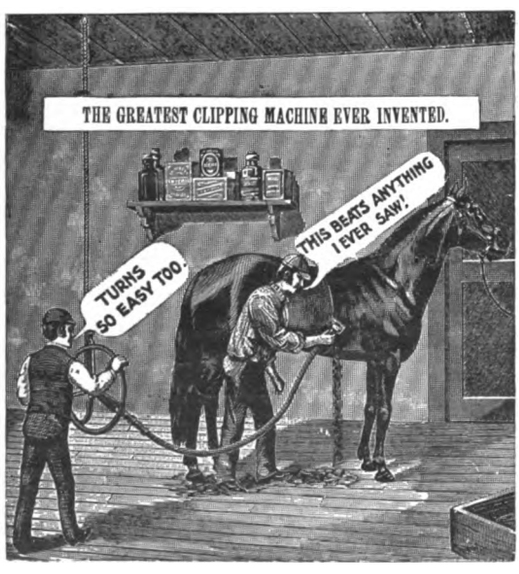
Bicyclist's Pocket Companion.



Hammer, Tack Puller Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

JOS. H. SEED, 12 Centre St., New York, U. S. A.



"The NEW '98 CHICAGO CLIPPER"

"Famous the world over." **Retails at $8.75.**

Patented in United States, Canada, England, France, Germany and Russia. All records were broken with this Clipper by clipping a horse complete in 14 minutes. Weight of machine only 35 pounds. All Hardwaremen can sell them in place of the old fashioned two-hand Clippers. Get posted.

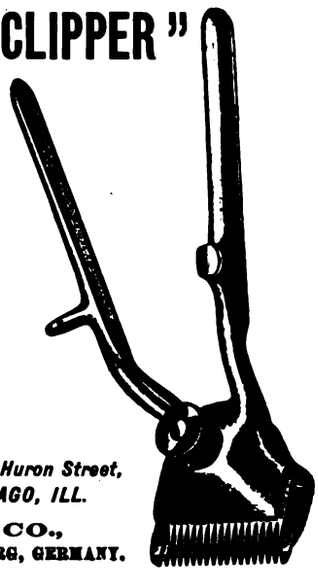
TOILET CLIPPERS.

There are all kinds, but if you want a Clipper with a "REPUTATION" INSIST on the "Stewart Patent." They will cost you no more than the "inferior kind." All parts are absolutely interchangeable. Clippers stamped with our name is a guarantee of quality. Send for Catalogue of Modern Clippers.

We have just been awarded Gold Medal at Trans-Mississippi Exposition, highest and only award for horse clipping, sheep shearing and cattle grooming machines

Eastern customers can obtain machines, knives, parts, etc., from our New York Office, No. 97 Chambers Street.

We also have at the above address a complete repair and grinding department with an expert grinder from the factory in charge.



Chicago Flexible Shaft Co., *158-160 Huron Street, CHICAGO, ILL.*

HAMMACHER, DELIUS & CO.,

Sole Agents for Continental Europe **HAMBURG, GERMANY.**

Digitized by Google

THE LARGEST

JOBBERS' LINE

. . . OF . . .

BUILDERS' HARDWARE

"YALE" LOCKS and HARDWARE; Largest and best line of fine goods in the trade.

"VULCAN" LOCKS and HARDWARE; Freshest and most attractive line of middle grade jobbing goods.

"BRANFORD" LOCKS and HARDWARE; Most complete and best assorted line of popular, low-priced goods.

NIGHT LATCHES; ... The leading Night Latch of the world, the YALE No. 42; also many novelties.

PADLOCKS; A great variety of kinds, sizes and prices, all of them good sellers.

BLOUNT DOOR CHECKS; The best and most popular Door Check ever made.

YALE & TOWNE MFG. CO.,

GENERAL OFFICES:

Nos. 9-11-13 MURRAY ST., NEW YORK.

WORKS:
Stamford and
Branford, Conn.

LOCAL OFFICES:
Chicago, Boston, Philadelphia
and San Francisco.

Digitized by Google

GILLESPIE'S

VARNISH



This cut shows method of opening.

Patent Spring-top Can.

STAINS

are especially adapted for use over Paint, Varnish, etc., etc., as they stain and varnish at the same time. Ordinarily one coat is sufficient to produce a fine finish. These Varnish Stains are superior for refinishing Furniture, Picture Frames, Mantels, Piazza Chairs, etc., etc.

SHADES,

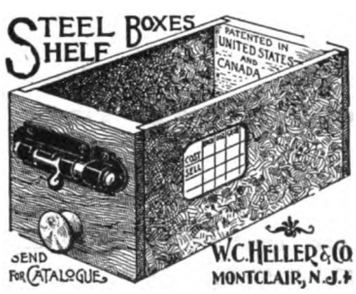
CHERRY, MAHOGANY, WALNUT,
LIGHT OAK, ANTIQUE OAK.

MANUFACTURED ONLY BY

CHAS. H. GILLESPIE & SONS,

VARNISH MAKERS,

125 to 137 Dey St., Jersey City, N. J. U. S. A



You take no risk on the quality. We make only the best!



Sand Papers IN Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

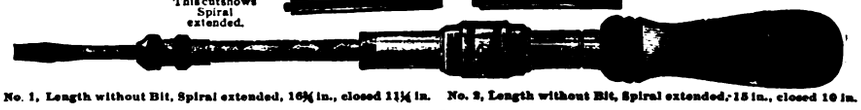
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 16 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents*, 67 READE STREET, NEW YORK, U. S. A.



Digitized by Google

MORRILL'S

Saw Sets, Bench Stops, Punches, Cutting Pliers, and Seal Presses.

REGISTERED
U. S. PATENT
No. 30572.

TRADE
MARK

REGISTERED
U. S. PATENT
No. 30572.

This Trade Mark is stamped on all Saw Sets and other Hardware Specialties of my make.

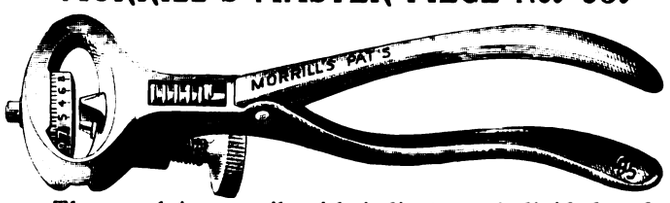
MORRILL'S No. 1 IMPROVED.

Known as the New No. 1 Saw Set.



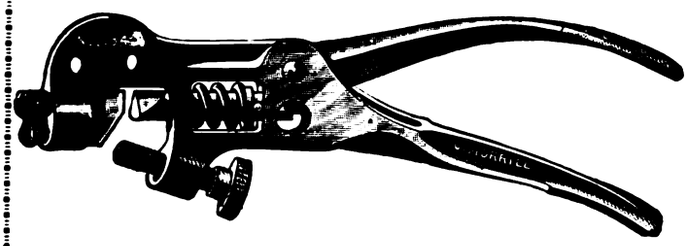
For Hand, Band and Jig Saws, from the widest made down to ½ inch. The Sets are too well known for me to enlarge on them.

MORRILL'S MASTER-PIECE No. 95.



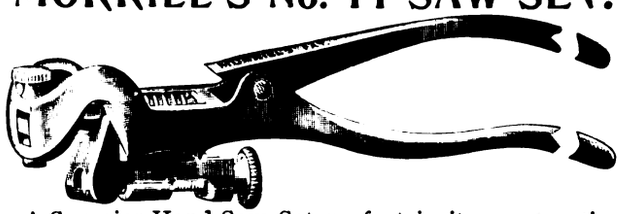
The revolving anvil with indicator sub-divided and marked with figures, the figures showing the number of teeth to the inch in the saw to be set; for example, if the saw has four teeth to the inch, turn the anvil until the figure 4 comes up directly in front of the plunger, and so on.

MORRILL'S 3 and 4 SAW SETS.



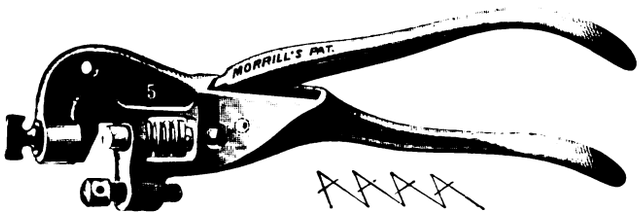
No. 3, Cross Cut and Circular, single tooth, from 14 to 20 gauge. No. 4, Cross Cut M and Champion Tooth, from 14 to 20 gauge.

MORRILL'S No. 11 SAW SET.



A Superior Hand Saw Set perfect in its construction and unerring in its operation; will set any hand-saw from 1-16 inch thick down to the thinnest made, and from the coarsest to the finest in general use.

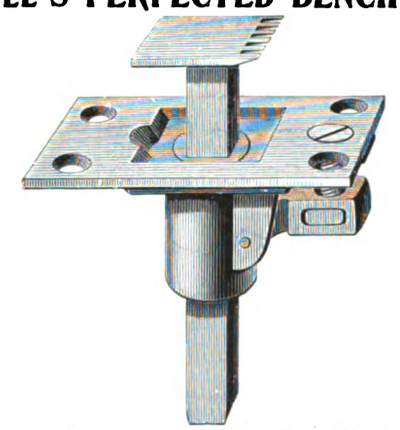
MORRILL'S No. 5 SAW SET.



15 Inches in Length.

For Timber and Board Saws, from 6 to 14 gauge. The size of the saw in circumference makes no difference.
These sets are made strong, accurate and durable.
Saw teeth should never be twisted, but set at right angles to their points, as shown above.

MORRILL'S PERFECTED BENCH STOP.



No wood worker can afford to do without a reliable Bench Stop or hook, as it is sometimes called. The end that the screw is in should always be toward the operator. The spindle and working plate is of WROUGHT STEEL. The body is of malleable iron, rendering it the most durable and useful Bench Stop ever put on the market.

Write for Catalogue and obtain a complete list of specialties from which the few cuts above have been chosen.

CHARLES MORRILL, 35 Warren St., New York.

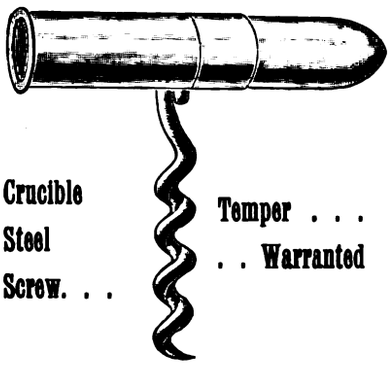
Digitized by Google

Cartridge Cork Screw

OR

"DEWEY'S SLUG."

Gold Plated Body,
Nickel Plated Tip.



Crucible Steel Screw. . .

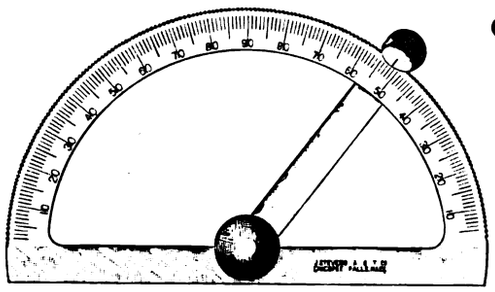
Temper . . . . Warranted

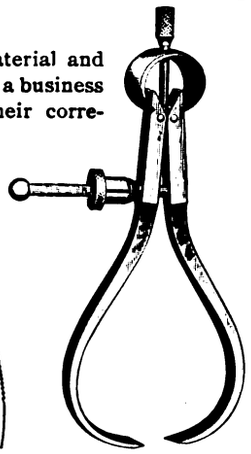
No. 80, One dozen in a box, - $2.00 net
No. 080, One dozen on a card, $2.00 net

THE WILLIAMSON W. N. CO.,
Newark, N. J.

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . . .





J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.



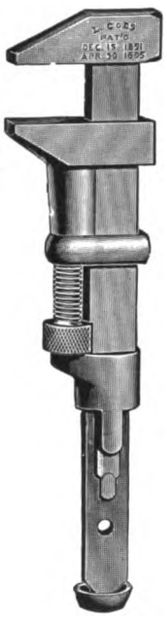
Grindstones.

MOUNTED AND LOOSE STONES.

We have grits suited for all kinds of grinding. . . .

WRITE FOR CATALOGUE AND PRICES.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.

MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.



Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar, Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

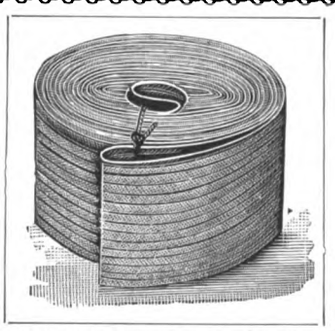
J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Hardware Dealers

Send us your address and we will mail Catalogue and discount sheet of STOCKS and DIES, TAPS, etc.



Holroyd & Co.,
Waterford, N. Y.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

HOUSE FURNISHING SPECIALTIES.

TACK CLAWS, GIMLETS, KITCHEN CHOPPERS, ICE AWLS
CARPET STRETCHERS, &c.

Send for Illustrated Catalogue.

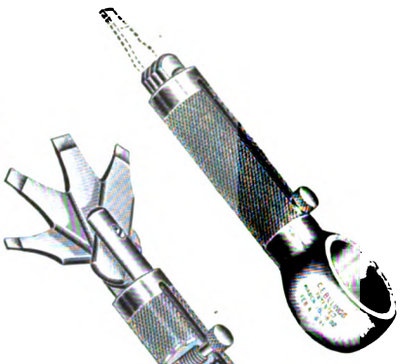


W. W. PRYOR HARDWARE MFG. CO., Newark, N. J. NEW YORK OFFICE, 124 Chambers St

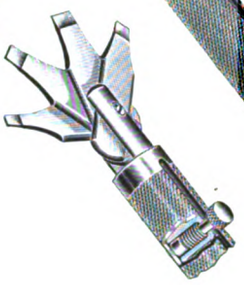
Digitized by Google



















THE BILLINGS & SPENCER CO.,

HARTFORD, CONN.

Manufacturers of

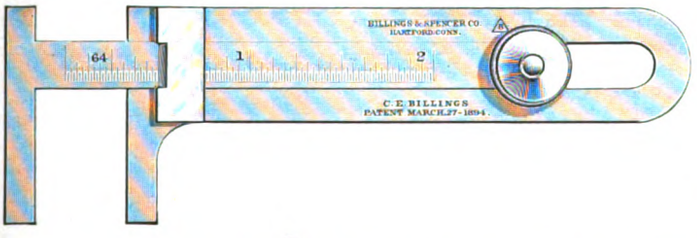
Fine Machinists' Tools,
Drop Forging Machinery,
Drop Forgings of every description,
Bicycle Wrenches,
Tack Hammers,
Snap Hooks,
Key Rings,
Cigar Cutters and Whistles,
Sportsmen's Knives,

Etc., Etc., Etc.

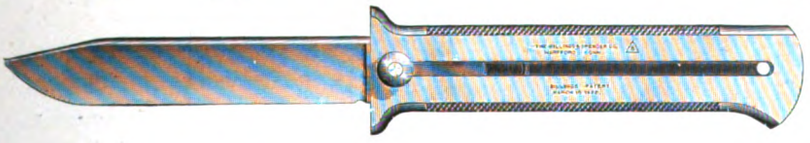
ALL OF THE FINEST WORKMANSHIP AND BEST MATERIAL.



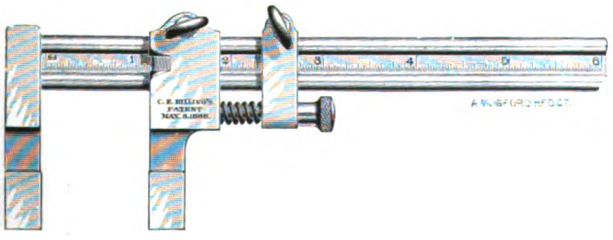














Digitized by Google

AN ESTABLISHED SUCCESS.

Trade Mark:

ROGERS "Anchor" Brand

SILVER-PLATED WARE

bearing the above imprint. Its universal reputation creates a great trade for it wherever there's a demand for the best. It can't be recommended too highly.

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE,
149 Church Street.
PHILADELPHIA,
506 Commerce St.

FREE to Hardwaremen.

A sample of our new weight "56" SPOON—

NICKEL SILVER

TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

Agency JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for Joseph Rodgers & Sons and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

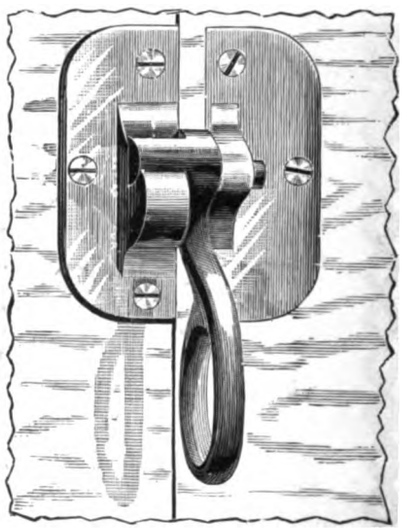
JOSEPH RODGERS & SONS, Limited, Best Cutlery in the World.
PEUGEOT FRERES, } Horse and Toilet Clippers.
COATES CLIPPER MFG. CO. }
ELEY BROS., Limited, Caps, Wads, Cartridge Cases, Etc.
L. HUGONIOT TISSOT. Fine French Plyers and other small tools
ISAAC GREAVES, Sheep and Garden Shears.
W. K. & C. PEACE, Grass Hooks, Scythes and Straw Knives.
R. & J. LINACRE, Grass Hooks, Sickles, Etc.
WEBSTER & HORSFALL. Piano and Steel Wire of all descriptions

Proprietors of the following brands of Cutlery:

Alfred Field & Co., Parker & Field, Progress, Criterion, Branford Cutlery Co., Continental Cutlery Co. Waltham Cutlery Co., Alexander Frazer & Co., Jones & Co.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



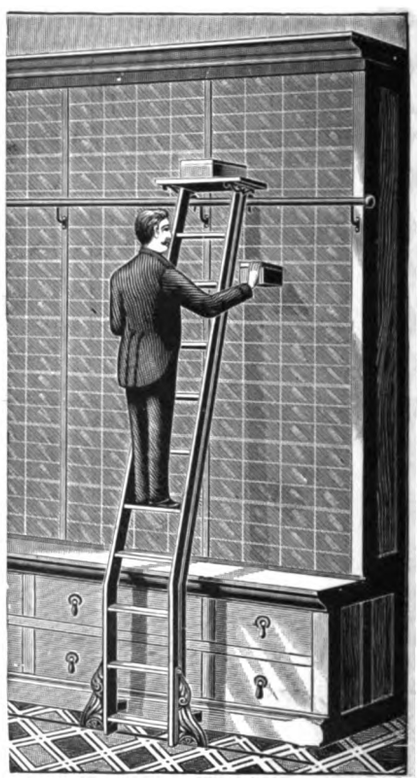
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. Youngs, 8 Clinton Place, New York City.
New York and vicinity, E. J. Hussey & Co., 80 John Street, New York City.
California, John Woodlock, 154-156 First Street, San Francisco, Cal.
Northwestern States, Howe Scale Co., Portland, Oregon.
Texas and Southwest, Ed. Foy, Dallas, Tex

Digitized by Google

Life is Short.

To accomplish much, one must concentrate effort, economize time and energy, and abolish needless detail.

No man recognizes this more keenly than the Hardware Buyer. To cover one entire line in one order—securing at once the Best Goods and the Right Prices—is an advantage that every Shrewd Buyer will appreciate. We manufacture pretty much everything in the

SHARPENING STONE LINE.

We have been in this business a little over Three-Quarters of a Century, and honestly believe our goods are the best in the world for their respective purposes.



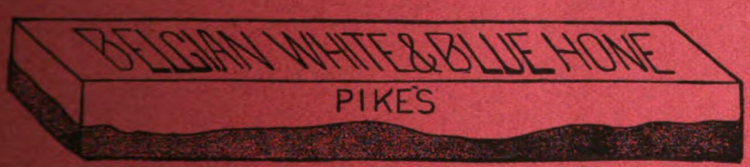
SCYTHE STONES.

Indian Pond, Black Diamond, White Mountain, Lamoille, Green Mountain, etc., etc.
All kinds of Scythe Stones, Domestic and imported.



OIL STONES.

Arkansas, Washita, Queer Creek, Hindostan, etc.



RAZOR HONES.

Belgian Oil Hones, German Water Hones, Swaty Hones, Japanese Hones, Hone Scraps.



KNIFE SHARPENERS.

Natural Grit Carving Knife Hones. Corundum and Emery Carving Knife Hones.
Pocket Knife Hones on Wood Handles.

The Largest and Most Complete Line of Sharpening Stones in the World.

THE PIKE MANUFACTURING CO.,

NEW YORK STORE:
151 Chambers St., New York City

PIKE STATION, N. H.

Digitized by Google

HOSE

GARDEN HOSE



LAWN HOSE

BOSTON BELTING CO TRADE BOSTON MARK EST. 1828

BOSTON BELTING CO TRADE NIAGARA MARK EST. 1828

These Brands

of **Rubber Garden Hose** have made for themselves an honest and enviable reputation for durability and all around excellence. They are sold at a price that puts them within the reach of anybody who wants *good* hose—the most economical kind. Samples, quotations, catalogue—for the asking. . . . . .

MECHANICAL RUBBER GOODS

Belting, Hose of all kinds, Packings in great variety, Gaskets, Valves, Tubing, Mats, Matting, of the Highest Grades.

Manufactured by

BOSTON BELTING CO.

JAMES BENNETT FORSYTH, Mfg. Agt., & Gen Mgr.

BOSTON	NEW YORK	BUFFALO	CHICAGO
256 Devonshire St.	100 Reade Street.	90 Pearl Street.	109 Madison St

—— Our Agents: ——

Philadelphia,	James Boyd & Bro.	St. Louis.	Railway Supply Co.
Baltimore,	T. K Carey & Bros. Co.	Cincinnati,	Queen City Supply Co.
Atlanta,	Graton & Knight Mfg Co.	Cleveland,	W. Bingham Co.
New Orleans,	C. T. Patterson Co., Ltd.	Milwaukee,	A. H. Gardner Co.
San Francisco and Portland,	Crane Co.	Kansas City,	English Supply & Engine Co.

Digitized by Google



No. 45. Long Nut Combination Wrench.

We also furnish this Wrench with a Short Nut.

THIS WRENCH HAS NO EQUAL.

We also manufacture the famous adjustable **S** Nut Wrench.

The jaws of these wrenches are steel drop forgings.



No. 50. Improved Adjustable **S** Pipe Wrench.



No. 37. Screw Wrench.

This Wrench is also made with the long nut or sleeve. . . .

THE STRONGEST WRENCHES MADE.

We manufacture the finest line of Wrenches on the market.

BEMIS & CALL HARDWARE & TOOL CO.,

SEND FOR CATALOG W.

SPRINGFIELD, MASS., U. S. A.

BICYCLES and SUNDRIES.

Gales, $35.00 - - Duane, $25.00

Up to date. Handsome and Reliable. Will make you money if you sell them. Will give you satisfaction if you ride them.

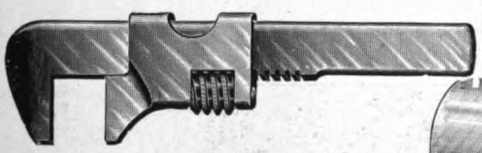
WRITE FOR CATALOGUE AND TERMS.



B. & R. ACETYLINE GAS LAMP.

LIST, $2.50.

Lowest in price. Equal to best.

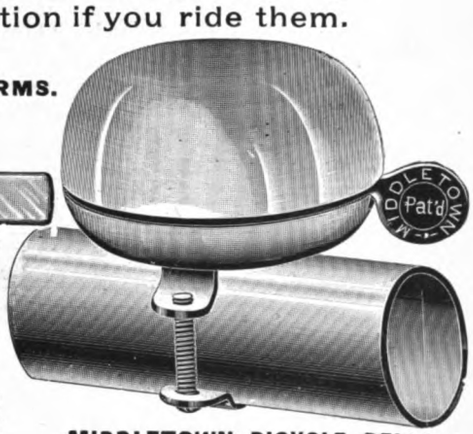


Selling Agents for

STANDARD BICYCLE WRENCHES.

A full line, from cheapest to best.

Attractive styles.



MIDDLETOWN BICYCLE BELLS.

Fully guaranteed. Tone equal to the highest priced. Finely finished. Prices interesting.

SUNDRIES OF EVERY STYLE AT LOWEST MARKET RATES.

Schoverling, Daly & Gales, 325 BROADWAY, .. NEW YORK.

Digitized by Google

HAND SAWS.

SEND FOR PRICES.

THE NATIONAL SAW COMPANY,

NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

KRETSINGER
Cut-easy-Hoe
(TRADE MARK)



DO YOU SEE THAT EDGE

It's sinuous—it's beveled— it's sharp.

IT CUTS---CUTS EASILY.

Easy to sell, and at a big profit.

MADE EXCLUSIVELY BY

THE IOWA FARMING TOOL CO.,

FORT MADISON, IOWA.



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

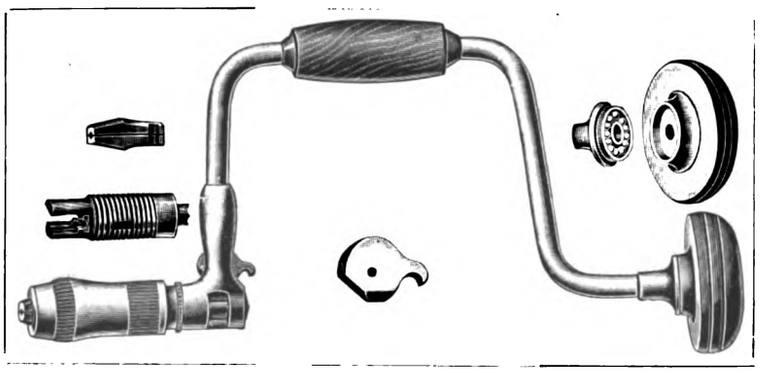
Hair Clippers

ALL KINDS UNDER THE
COATES PATENTS.

Power Clippers. both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

Just investigate our line before placing your spring order. They are ready sellers every time. Beautifully finished and built to do perfect work.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.

ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

Door & Window Screens,

Catalogue Free. BURLINGTON, VT.

E PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.

Digitized by Google

WE  DON'T

WORKS AT PATERSON, N.J.

Paterson, N. J. Works, Employing 500 Operators.

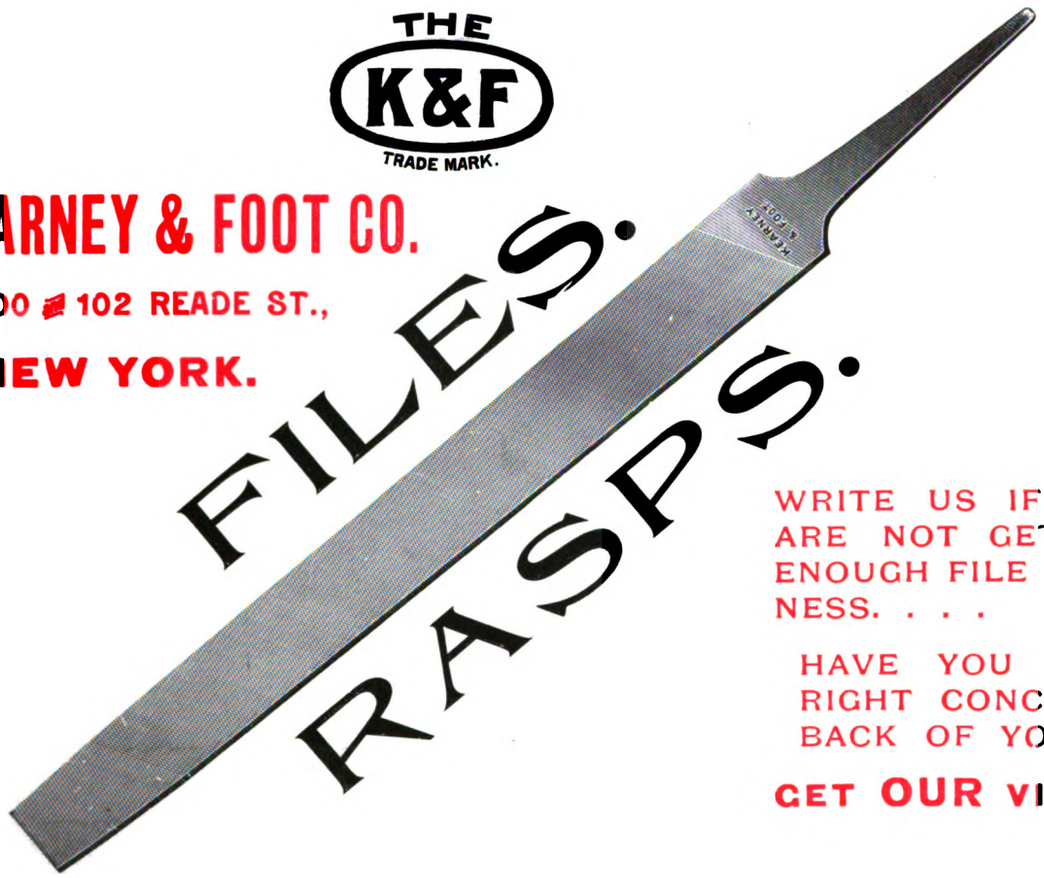
SAY MUCH

THE K&F TRADE MARK.

KEARNEY & FOOT CO.

100 & 102 READE ST.,

NEW YORK.



WRITE US IF YOU ARE NOT GETTING ENOUGH FILE BUSINESS. . . .

HAVE YOU THE RIGHT CONCERN BACK OF YOU?

GET OUR VIEWS.

BUT WE GET  THERE!

WORKS AT KENT, OHIO

New Works of KEARNEY & FOOT CO.,
. . . . at KENT, OHIO, occupying 50 city lots.

EASTERN AND EXPORT SALARIED REPRESENTATIVES

Geo. H. Bishop & Co.'s Saws — Get Our Prices and Catalogue.

Digitized by Google



Digitized by Google

IMPROVED

LABOR-SAVING

Carpenters' Tools

INCLUDING

Bailey's Adjustable Planes.



MANUFACTURED BY THE

* STANLEY *

RULE AND LEVEL CO.

NEW BRITAIN, CONN.

Warerooms: 107 Chambers Street, New York.

SOLD BY ALL HARDWARE DEALERS.

Bailey's Adjustable Block Planes.

WITH IMPROVED THROAT ADJUSTMENT.



No. 9½. Block Plane, 6 inch Length, 1¾ inch Cutter ...$1 50
No. 9¾. Rosewood Handle, 6 inches, 1¾ inch Cutter ... 1 75
No. 15. Block Plane, 7 inch Length, 1¾ inch Cutter ... 1 60
No. 15½. Rosewood Handle, 7 inches, 1¾ inch Cutter ... 1 85



No. 16. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter .. 1 65
No. 17. Nickel Trimmings, 7 in. Length, 1¾ in. Cutter .. 1 75

Knuckle-Joint Block Planes.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.
No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter ..$1 75
No. 19. Nickel Trimmings, 7 in. Length, 1¾ in. Cutter .. 1 85



No. 60. Low-Angle, Block, 6 in. Length, 1⅝ in. Cutter... 1 50
No. 65. Low-Angle, Block, 7 in. Length, 1¾ in. Cutter... 1 75
CAST STEEL CUTTERS, for above Block Planes 20



Cut of No. 265 "Standard" Wickless Blue Flame.
Made in Eight Styles and Sizes.

THE MOST DESIRABLE LINE OF

OIL AND GASOLINE STOVES

are those that *LOOK WELL. SELL WELL* and *OPERATE WELL.* That are well advertised and favorably known. You can make no mistake if you shut your eyes and select from any of the following lines:

"NEW PROCESS" Vapor Stoves. **"STANDARD" Giant Burner Gasoline Stoves.**
"STANDARD" Wickless Blue Flame Stoves for Oil or Gasoline.
"STANDARD" Wick Blue Flame Oil Stoves.

Every stove has new and desirable features not found in any other. If you haven't secured samples, send for catalogue and order now. For the convenience of the trade, complete stocks are carried by the following well-known jobbers:

EASTERN STATES:
F. M. BORDEN & BRO., Philadelphia.
EUGENE MUNSELL & CO., New York City.
THE S. M. HOWES CO., Boston.

CENTRAL STATES:
COOK & VAN EVERA CO., Chicago.
MORLEY BROS., Saginaw, Mich.
TOWNLEY STOVE CO., Terre Haute, Ind.
H. KOCH & SONS, Evansville, Ind.
MARQUA BROS. & PATTISON, St. Louis, Mo.

THE SOUTH:
W. B. BELKNAP & CO., Louisville.

PACIFIC COAST STATES:
HOLBROOK, MERRILL & STETSON, San Francisco, Sacramento and Los Angeles.

DOMINION OF CANADA:
THE THOS. DAVIDSON MFG. CO., Montreal.

THE NORTHWEST:
FARWELL, OZMUN, KIRK & CO., St. Paul.

THE SOUTHWEST:
THE TOWNLEY METAL CO., Kansas City.
A. C. RAYMER, Omaha, Neb.

THE STANDARD LIGHTING CO., - - - Cleveland, Ohio.

Digitized by Google

THE W. H. SWEENEY MANUFACTURING CO.

Our goods are attractive, well-made and thoroughly up-to-date.



These are only a few of the articles we make. SEND FOR NEW 1899 CATALOGUE.

66-72 WATER ST., BROOKLYN, NEW YORK CITY.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

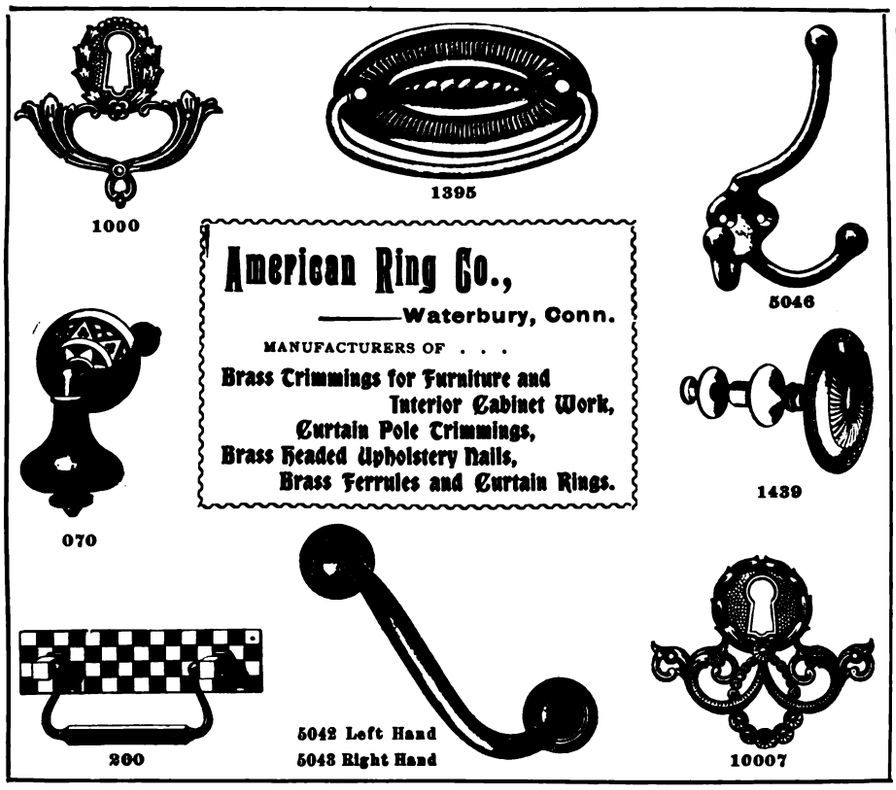
COVERT MFG. CO.,

West Troy, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at manufacturers' prices.





American Ring Co.,

Waterbury, Conn.

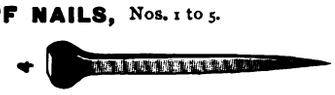
MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.

Give You Your Money's Worth.

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

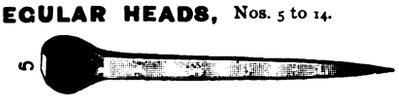
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

For terms and discounts address

PUTNAM NAIL CO.,

BOSTON, MASS.

Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

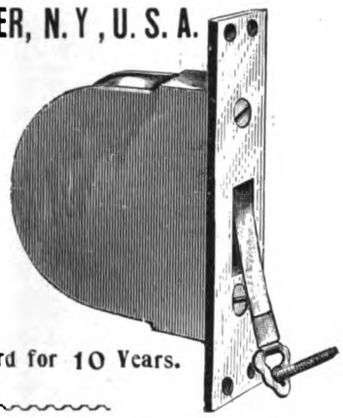
Digitized by Google

CALDWELL MFG. CO.,

ROCHESTER, N. Y., U. S. A.

Makers of the Celebrated . . .

Caldwell Sash Balance.



The Standard for 10 Years.

Caldwell's Screen Door Checks. . .



Used with Spring Hinges or any Door Springs. **They prevent the great annoyance of slamming Screen Doors.** Low in price, perfect in operation and adjustable to any weight of door.

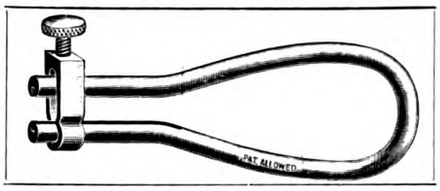
Write for our Full Catalogue of Other Specialties.

W. C. LADD,

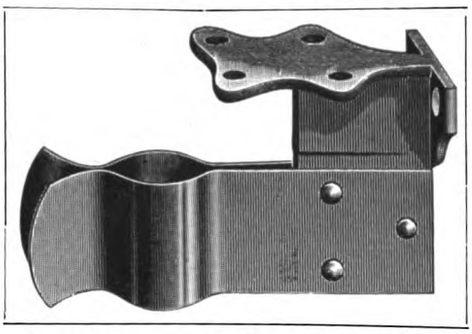
BRISTOL, CONN.,

Maker of . . . . . .

"Never Slip" Keyhole Saw Handle.



WARNER LANTERN HOLDERS.



SMALL CAST IRON NUTS AND CLOCK GONGS.



Larson Combination Pincers. . . .

MADE throughout of fine tool steel of high temper, giving strength and durability.

Will open wide and easily nip off hoofs.

Will quickly pull off any horse shoe.

Will hold plow bolts from turning.

Construction of jaws enables the getting into corners and under nuts.

Arm A. can be used as a screw driver.

Arm B. can be used as a prying point for prying plow lays in shape for bolts, etc.

Ask your Jobber for them.

A. B

Manufactured by . . .

Washington Tool Co., OWATONNA, MINN.

Established 1802. Cable Address: "Scovill."

SCOVILL MFG. CO.

WATERBURY, CONN.

The Largest and Most Fully Equipped Brass Rolling Mills and Metal Goods Manufacturing Establishment in the World.

BRASS AND GERMAN SILVER, in Sheets, Rods, Tubing and Wire.

BUTT HINGES, Narrow, Middle, Broad, Desk, Ship, Stop, Spring and Pianoforte.

COINS AND COIN PLANCHETS, Full Equipment for supplying Planchets or minting the same in any required alloys.

ALUMINUM (Pure), In Ingots, Sheets, Rods and Wire.

LAMP GOODS, German Student Lamps, Kerosene Burners, Kerosene Lamps, Etc.

BICYCLE GOODS, Pumps, Oilers, Valves, Etc.

BUTTONS, Military, Naval, Livery, Society, Railroad, School, Lasting, Silk and Dress.

Estimates for Specialties in Brass, German Silver and Aluminum furnished on application.

DEPOTS:

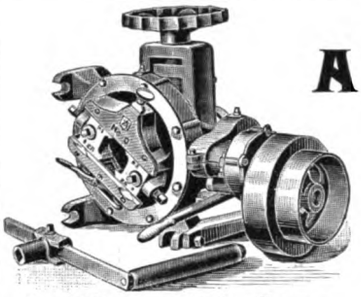
NEW YORK: No. 423 Broome St. **BOSTON:** No. 84 Summer St. **CHICAGO:** No. 210 Lake St.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

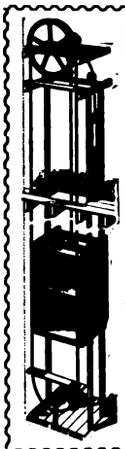


No. 0. Threading Machine, Power Attachment.

They are all "Standards" and Never Disappoint. Catalogue?

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 139 CENTRE STREET.——



DUMB WAITERS & ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

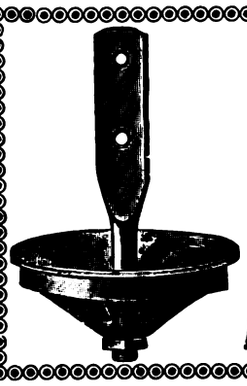
Send for New Catalogue.

SEDGWICK MACHINE WORKS,

36 Carroll St., POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.



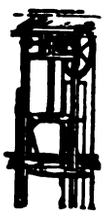
Valves and Plungers.

Only the very best leather and rubber are used in these goods and all are carefully and evenly fitted, making them the best of their kind. . .

BERGER BROS. CO., PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated,

PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

I. ROLFE,

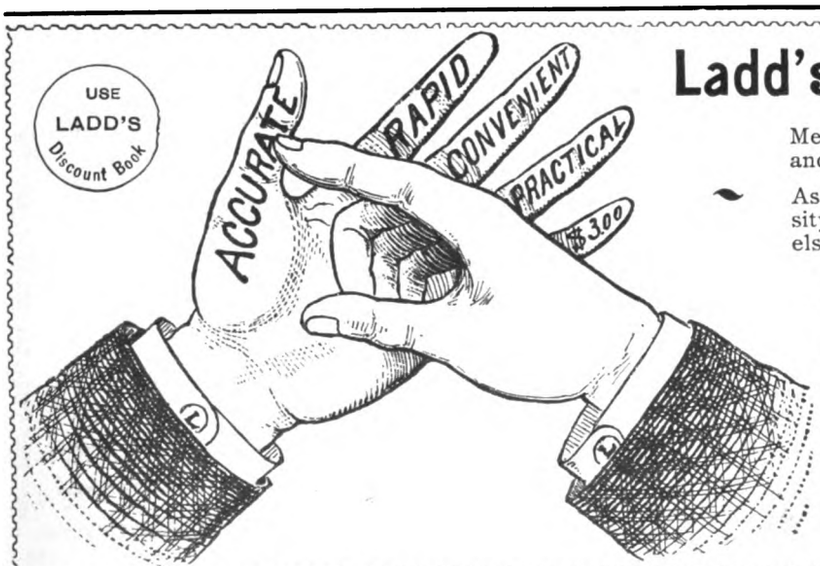
HALF TONE AND LINE CUTS

...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR. No. 6 Park Place, NEW YORK.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

Digitized by Google

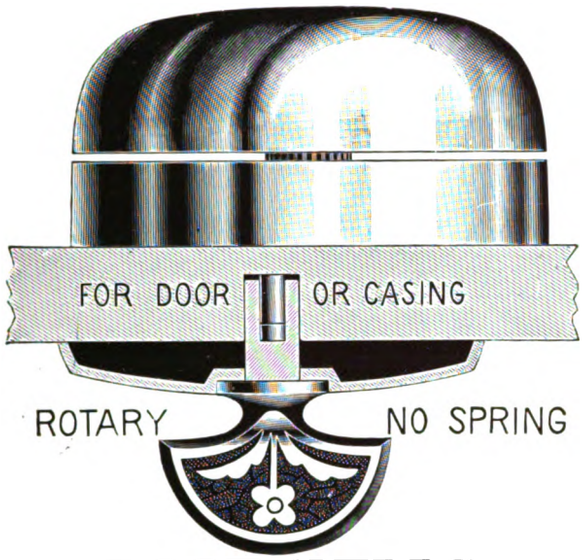
NEW DEPARTURE BELLS.



NEW PUSH BUTTON BICYCLE BELLS.

Flag in proper colors. Hard enamel. Brilliant and Durable.

FINEST FULL NICKEL FINISH THROUGHOUT.



DOOR BELLS,

Rotary and Push Button.

With trim in all schools of ornament and every variety of surface finish.



SPECIAL DESIGNS BICYCLE BELLS.

Lion, Serpent, Turtle, Dragon.

Features in high relief. Beautifully modeled. Jeweled eyes in emerald or ruby.

Antique Bronze Finish.

"Electric Results Without Battery."

"It tells the tale
Where others fail."

The New Departure Cyclometer.

Lightest,
Strongest,
Simplest.

Made from best hard brass and nickel silver. No soft metals.



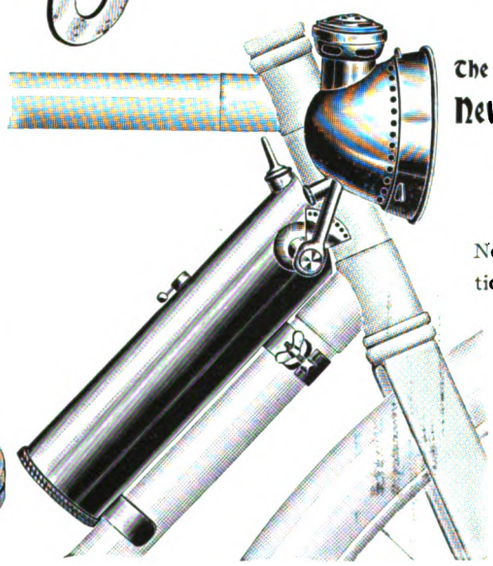
A Full line of Sundries:

Bicycle Bells, over 100 styles.
Vehicle Alarm Bells,
Motor Car Bells,
Car and Fire Bells,
Office Bells, Tea Bells,
Call Bells, Brakes, Pumps,
Coasters, &c., &c.

New Departure Table Bell.

Diameter of gong, 3 inches. Extra fine bell metal. Britannia Metal Bases. Best quality Quadruple Silver Plate.





The New Departure Acetylene Lamp.

Novel in construction. Perfect in operation.
No Leak.
No Smell.
No Smoke.
No Grease.
Absolute Safety.

JOHN H. GRAHAM & CO., *General Selling Agents,* **113 CHAMBERS ST., NEW YORK CITY.**

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

MYERS

HAY CARRIERS, FORKS, PULLEYS &c.

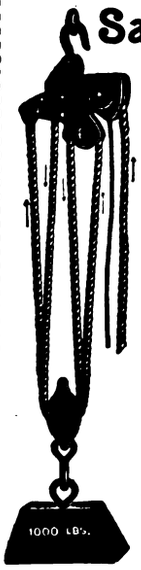


F. E. MYERS & BRO.

ASHLAND, OHIO.

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .

BURR MANUFACTURING CO.

823 Society for Savings Bldg.,

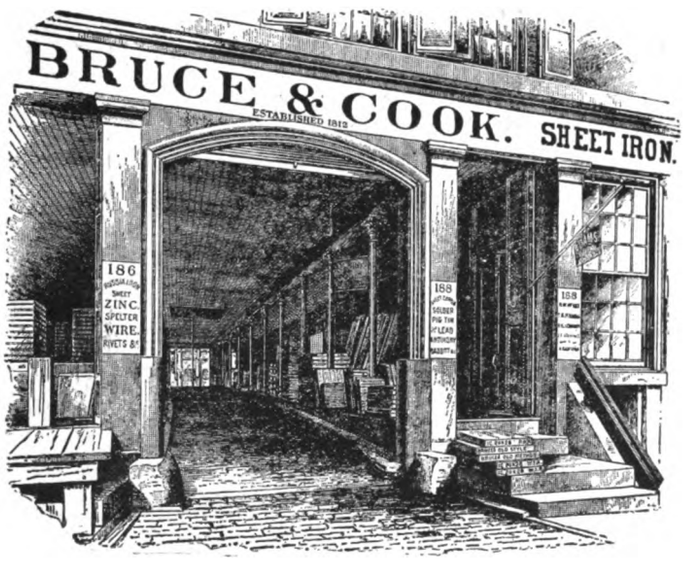
Cleveland, Ohio, U. S. A.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	



Pat. March 8, '98. Other pats. applied for.

STRONG. SIMPLE. BEST MOUSETRAP. EASY TO BAIT. SELF-SETTING.

...Good Profit for Jobber...

J. M. MAST MFG. CO.,

Patentee and Mfr., LANCASTER, PA.

C. B. CORWIN, Sole Export Agent, 15-25 WHITEHALL ST., NEW YORK.

A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

FULLER BROTHERS & CO.,

139 Greenwich St.,

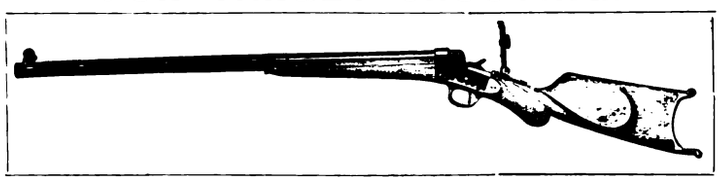
NEW YORK.

Nails and Wire.

Chain.

Highest Efficiency in Workmanship is the Keystone of Our Success.

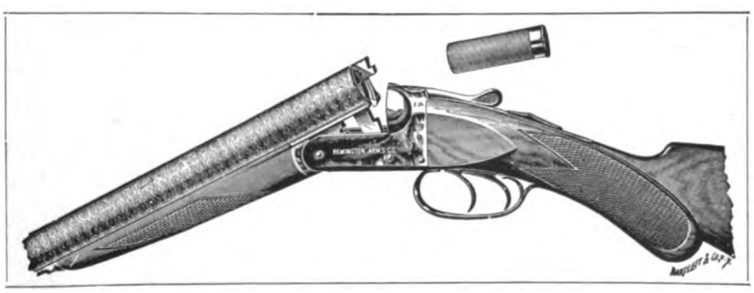
FOR TARGET SHOOTING.



Our No. 3 Match Rifle has stood the most rigorous tests for accuracy and durability. Its use will better your average twenty per cent. . . . . .

FOR TRAP SHOOTING.

A Remington Hammerless, fitted with ordnance steel barrels is the climax of nearly a century of experience in the manufacture of fire arms.

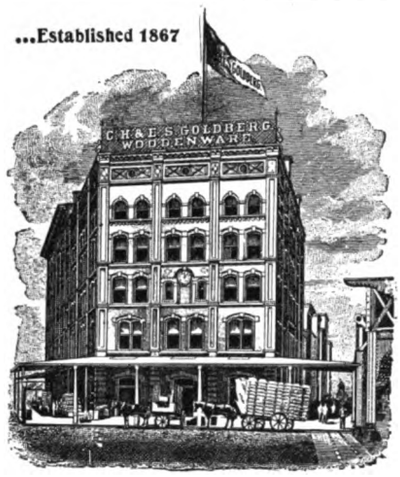


REMINGTON ARMS CO.,

315 Broadway, New York.
425 Market Street, San Francisco, Cal.

ILION, N. Y.

Digitized by Google



C. H. & E. S. GOLDBERG,

MANUFACTURERS' AGENTS FOR

General Woodenware,

BROOMS, BRUSHES, BASKETS, REFRIGERATORS, SNOW SHOVELS, FLOOR OIL CLOTH, SCREEN DOORS, WINDOW SCREENS. WASHING MACHINES, CLOTHES WRINGERS, HAMMOCKS, BICYCLES, LINOLEUM, MATTING, RUGS, CORDAGE, TABLE OIL CLOTH, ICE CREAM FREEZERS.

Possessing ample facilities, in their new location covering nearly a whole block, they are enabled to carry the largest stock of goods in this line known to the trade.

New Catalogue Mailed on Application.

WEST BROADWAY, READE and HUDSON STS., NEW YORK.

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

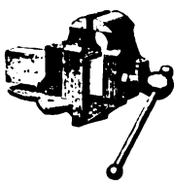
P. O. Box 2383. 94 Chambers Street, NEW YORK.

AGENTS FOR

AMERICAN SCREW CO., Providence, R. I.
OLIVER AMES & SONS, North Easton, Mass.
NORWALK LOCK CO., South Norwalk, Conn.
SNELL MANUFACTURING CO., Fiskdale, Mass.
SAUGATUCK MALLET & HANDLE WORKS, Saugatuck, Conn.
GERMANTOWN TOOL WORKS, Philadelphia, Pa.
NATIONAL SAW CO., Newark, N. J.
NICHOLSON FILE CO., Providence, R. I.
G. W. BRADLEY'S SONS, Westport, Conn.
ANTON AUER, Brooklyn, N. Y.
BRAINERD TANNER CO., Albany, N. Y

Howard Iron Works,

BUFFALO, N. Y.



Manufacturers of

BENCH VISES.

Price Lists Sent on Application.

HARRINGTON & RICHARDSON ARMS COMPANY...

. . . MAKERS OF

HIGH-GRADE REVOLVERS.

Safe, Reliable, Accurate.

Cut shows our . . .

"Premier"

32 Calibre . . .



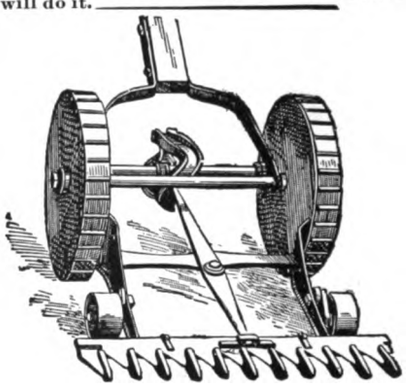
WORCESTER, MASS., U.S.A.

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.

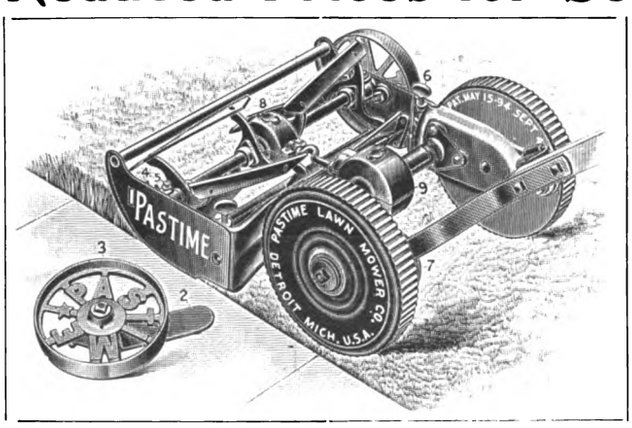
The Mower . . .

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.

Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,

Detroit, Mich.

Digitized by Google

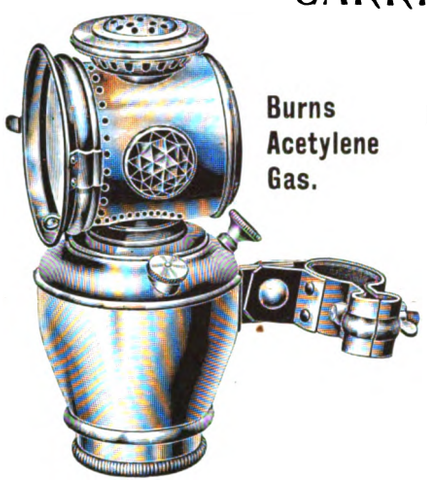
BICYCLE LAMPS

FOR GAS AND KEROSENE.

"AUTOMATIC" BICYCLE and CARRIAGE LAMP.

"AUTOMATIC."

A Gas Lamp—that is as its name implies. An absolutely self-governing gas lamp. We have succeeded in securing control of the patents on this lamp.

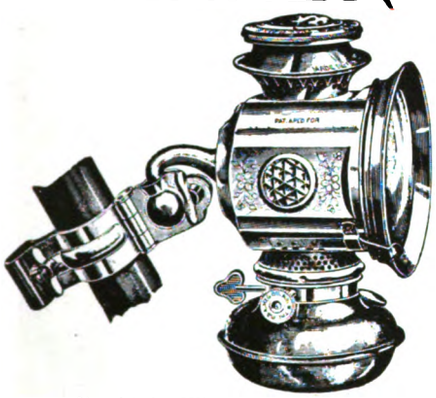


Burns Acetylene Gas.

Exclusive points of advantage found in this lamp:

No Absorbents.
No Regulating Valves.
No attention Required.
Prices to suit the times.
Burns best when left alone.

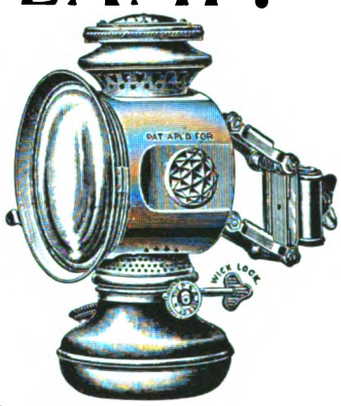
BANNER BICYCLE LAMP.



No. 1207. With Rigid Bracket.

The most reliable Lamp made using Kerosene Oil.

GUARANTEED WIND-PROOF UNDER NORMAL CONDITIONS IN RIDING.



No. 1090. With Spring Bracket.

Not an experiment, but tested by thousands in use during past seasons, giving satisfaction. Has a larger and better Lens than any other. 3-inch in diameter. Double Convex and Polished. All parts removable for easy cleaning. No lamp compares with it in this respect. . . . . .

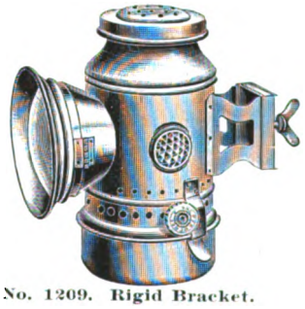
JIM DANDY BICYCLE LAMP.



No. 1201. Spring Bracket.

The Best Cheap Oil-burning Lamp Made or Sold.
All Brass.
Nickel-Plated.

FOR SALE BY THE TRADE GENERALLY.

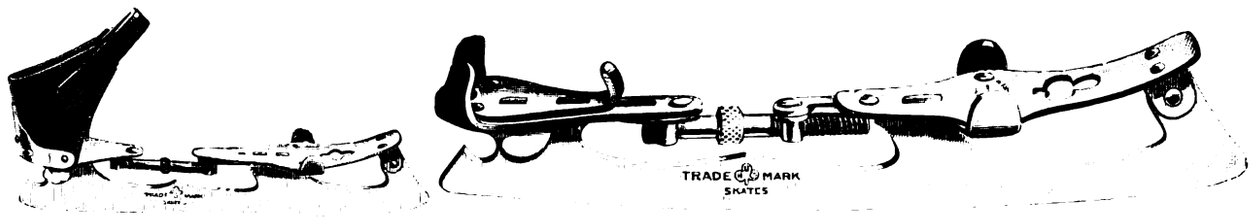


No. 1209. Rigid Bracket.

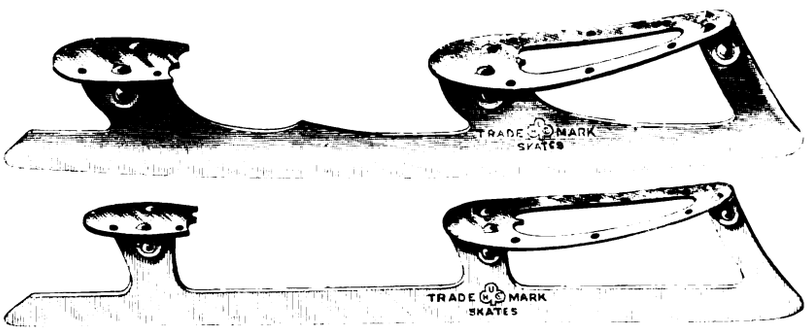
THE PLUME & ATWOOD MFG. CO.

29 MURRAY ST., NEW YORK CITY. **199 LAKE ST., CHICAGO, ILL.**

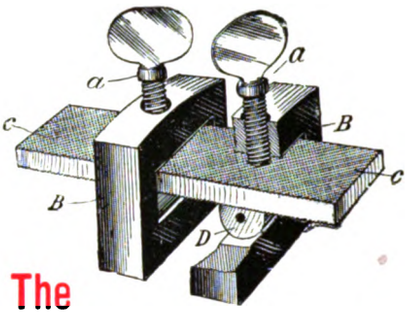
Digitized by Google



UNION CLUB SKATE.



HOCKEY SKATES.



The Union Skate Sharpener.



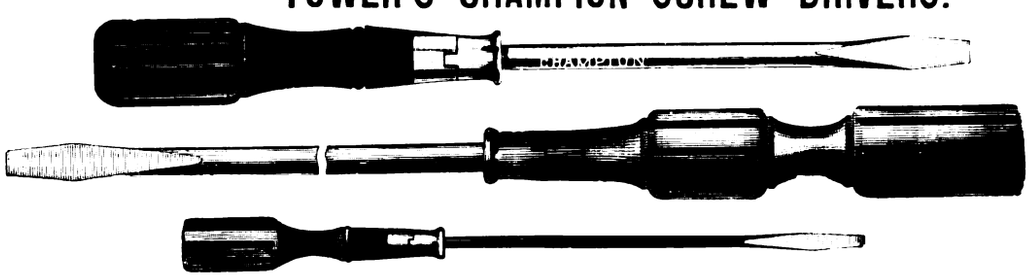
DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS' AND MACHINISTS' TOOLS.

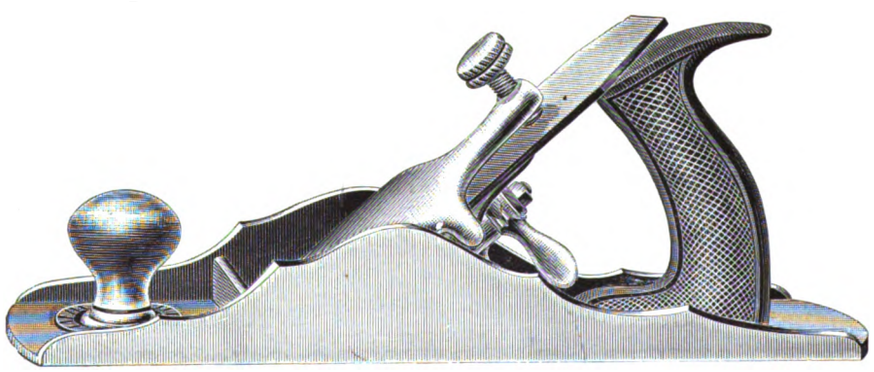
TOWER'S CHAMPION SCREW DRIVERS.

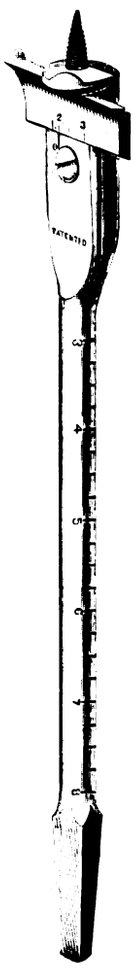


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







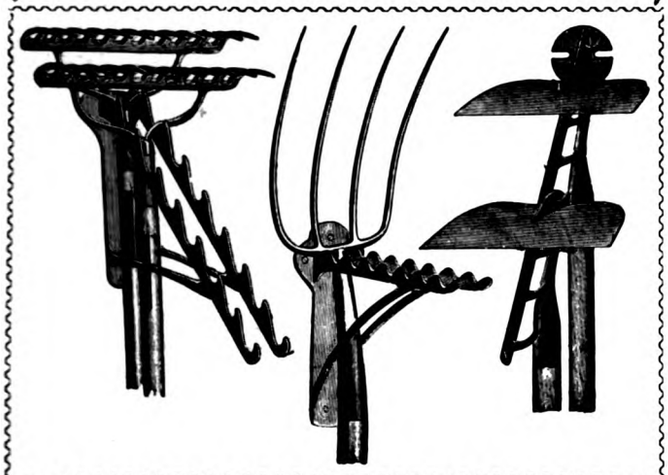
Improved Clark's Pattern. Lavigne's Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

HAGER'S PATENT
DISPLAY BRACKETS
For Forks, Shovels, Rakes, Hoes, Etc.,
ARE THE BEST!



They are made of Malleable Iron, cast in one piece; are Strong and Durable.

JOHN N. HAGER,
——— Manufacturer,

Send for Circular.

Fort Atkinson, Wis., U. S. A.

HARTFORD STEAM BOILER INSPECTION AND INSURANCE CO. HARTFORD, CONN.

THOROUGH INSPECTIONS

and Insurance against Loss or Damage to Property and Loss of Life and Injury to Persons caused by

Steam Boiler Explosions

J. M. ALLEN, President,
WM. B. FRANKLIN, Vice-President,
F. B. ALLEN, Second Vice-President,
J. B. PIERCE, Secretary,
L. B. BRAINERD, Treasurer,
L. F. MIDDLEBROOK, Asst. Secretary.

Cowles' Hot Air Stove
—THE—
"NEW TROPIC."
Manufactured by
GEO. B. SCOVILL,
. . . WATERBURY, CONN.



Fig. No. 1.

Fig. 1 represents the Stove complete in which we employ a hot air chamber around a cast iron fire pot, as illustrated in Fig. 2, for the purpose of heating air in which cold air drawn from the floor of the room may circulate through the lower row of holes, into the heating chamber in contact with the hot walls of the fire pot and pass in a heated condition into the room through the upper row of holes, thereby giving an intense heat and at the same time effecting a great economy in the quantity of coal consumed. This circulation also keeps the air fresh and pure.



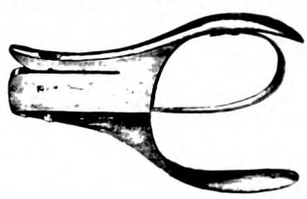
Fig. No. 2.

We claim for the "NEW TROPIC" that our patrons can get three times the amount of heat that can be obtained from the old-fashioned brick lined stoves, **as two-thirds of the coal is consumed in forcing the heat through the brick before any benefit** of heat is obtained in the room. Try one and be convinced that you will get the most wonderful heating stove of the age.

IMPORTANT IMPROVEMENTS ARE NOW IN PROGRESS FOR THE COMING SEASON.

WRITE FOR PRICES.

THE FRED. J. MEYERS MFG. CO.
HAMILTON, OHIO, U. S. A.
MANUFACTURERS OF
Conductors' and Ticket Punches, Sifters, Fly Traps, Cages, and Wire Goods of every description.



No. 1.
CONDUCTOR'S PUNCH.

All punches elegantly nickel-plated. Best Punch in use for any Ticket, including Thousand Mile, Commutation, Duplex or similar forms. Every Punch warranted.

Write for prices and catalogue of 31 different punches. We are the largest manufacturers in the world of Ticket and Conductors' Punches.

HUNTER'S SIFTERS.



The Genuine Hunter Sifter. Electric Light and Hunter's No Name Sifter.
The only Sifter with a loose cap on the handle, so as to clean out the flour that accumulates in it while Sifter is in use.
The Best in the World. Write for special prices.

CHAMPION FLY TRAP.



Largest and best trap in the market. Write for special prices.

Digitized by Google

"EVERYTHING IS COMING UP."

BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.

MODEL HARDWARE STORE SHELVING

Expert Designers Hardware Shelving and correct arrangement of stock

MANUFACTURERS OF Warren's Patent Hardware Sectional Shelving, Drawers, Screw and Bolt Cases, etc. Shipped to all parts of the world



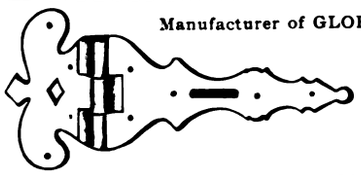
OUR HEADQUARTERS

J. C. Warren Mfg. Co.

5th Floor Masonic Temple Chicago, Ill. U. S. A.

BERNARD GLOEKLER, PITTSBURG PA.

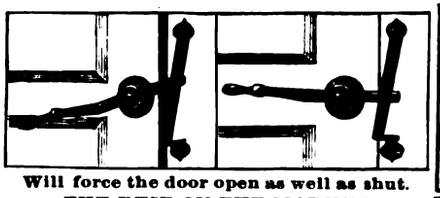
Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.

(Pat. Jan. 20, '91).

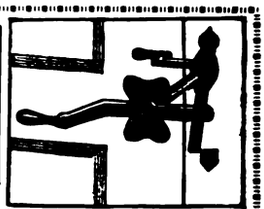
Extra Heavy Hinges for Cold Storage Warehouses.



Will force the door open as well as shut.

THE BEST ON THE MARKET.

Made in four sizes. . . . Write for Price List.



This style operates on both sides of door. For Cold Storage Houses they have no equal

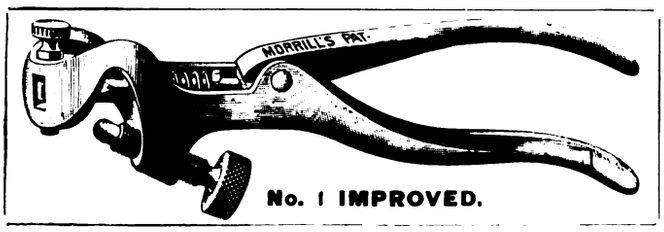
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue.

CHAS. MORRILL, 35 Warren St., N. Y.

LAWN MOWERS

CHADBORN & COLDWELL MFG. CO.,

Send for our 1899 Catalogue.

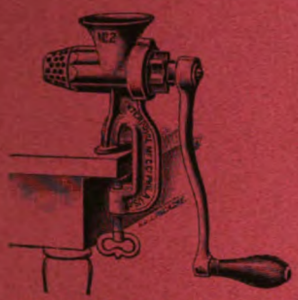
NEWBURGH, N. Y.

Digitized by Google

THE OLD RELIABLE

Enterprise Meat and Food Choppers

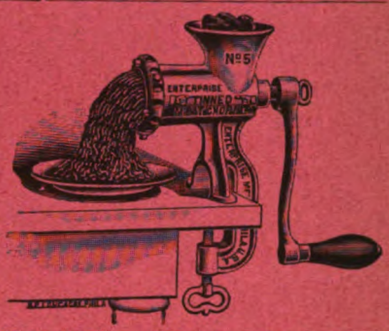
☞ TINNED ☜



No. 2, Chops 1 lb. per minute $1 50
No 4, Chops 1½ lbs. per minute 2 00
No 6, Chops 2 lbs. per minute 2 75
No 8, Chops 3 lbs per minute 4 00

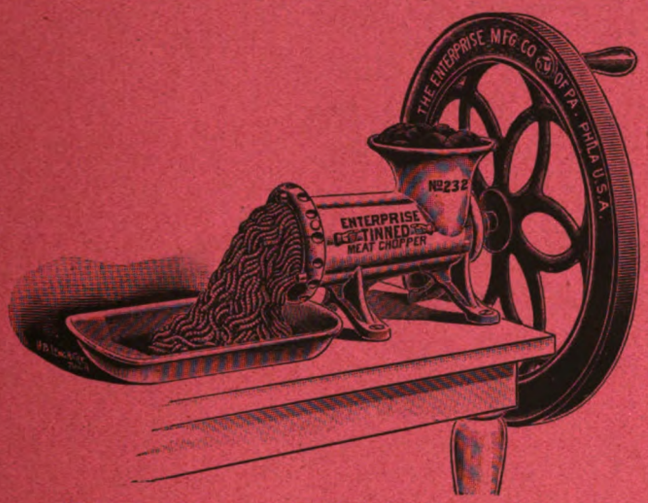
ARE STILL "On Top"

Order from your Jobber.



No 5, Chops 1 lb. per minute $2 00
No 10, Chops 2 lbs per minute 3.00
No 20, Chops 3 lbs. per minute 5 00

No. 222
Chops 3 Pounds
per minute
$6.50

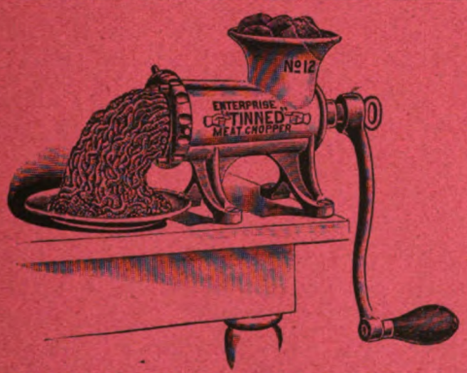


No. 232
Chops 4 Pounds
per Minute
$9.50

No. 242, Chops 5 lbs. per minute, $20.00



No. 51
Capacity 500 lbs. per hour
Price, $75.00



No. 12, Chops 2 lbs. per minute, $2.50
No. 22, Chops 3 lbs. per minute, 4.00
No. 32, Chops 4 lbs. per minute, 6 00



No. 56, 700 lbs. per hr. $125 00
No. 66, 1500 lbs. per hr. 225.00
No. 76, 3000 lbs. per hr. 275.00
No. 76 has Steam Jacket.

We make thirty sizes and styles for Hand and Power, all fully described in Catalogue, which will be mailed free to any address.

The Enterprise Manufacturing Company of Pa.

Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren St.

Digitized by Google

Self-Measuring Faucet



No. 61, $3.00

Cork Presser



No. 1, $6.00 per doz.

Meat Juice Extractor



No. 21, $2.50

Lawn Mower



13-inch, $6 50

Lawn Sprinkler



No. 1, $3 50.

Bung-Hole Borer for Faucet



No. 2, $1.65

Meat and Food Chopper



No. 10, $3 00
Thirty-two other sizes and styles, for hand and power
$1.50 to $275.00

Self-Priming and Measuring Pump



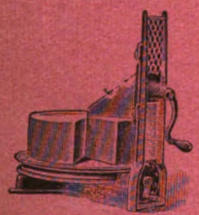
No. 97 Pump and Auger, $5.00

Auger for Pump



No. 97, 60 Cents.

Self-Gauging Cheese Knife



With Cover, $13.00
Without Cover, 10.00

ENTERPRISE Patented Hardware Specialties are the Best

.....THE ENTERPRISE.....

"Rapid" Grinding and Pulverizing Mills

The Fastest and Easiest Grinding Mills Made



30 Sizes and Styles ...for... Hand and Power ...from... **$1.25 to $50.00**

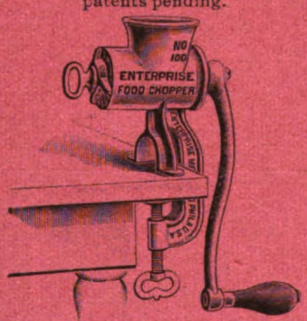
No. 5, $8.00

All fully described in our Catalogue, which will be mailed free to any address

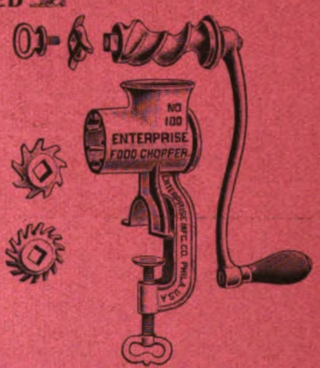
The "Enterprise" Food Chopper

TINNED

Patented June 5, 1888, and other patents pending.



Easily Cleaned



Showing Machine Apart

No. 100, $1.50

Will do more work and outwear any Food Chopper on the market

THE PHOSPHOR BRONZE BEARING

prolongs the life of the machine.

The Enterprise Manufacturing Co. of Pa.

PHILADELPHIA, PA., U. S. A.

New York Branch, 10 Warren Street.

Sausage Stuffer and Lard Press



No. 25 4-quart, $5.00.

Bone, Shell and Corn Mill



No. 750, $7.50

Tincture Press



One Quart, $2.75

Raisin and Grape Seeder



No. 36, $10.00 per doz.

Fruit, Wine and Jelly Press



No. 34, $3.00

Rotary Smoked Beef Shaver



No. 125, $18.00

Polishing Iron



No. 62, $6.75 per doz.

Tobacco Cutter



No. 1, $1.75

Girl's Iron



No. 90 $5.00 per doz.

Vegetable Slicer



No. 49, $3.00

Digitized by Google



ARE OF THE **HIGHEST GRADE.**

SPECIALTIES:

B. G. I. High Grade Golf Balls.
B. G. I. One Piece Drivers.
B. G. I. Caddy Bags.

We control and use *exclusively* the celebrated

WILLIAMS DROP-FORGED IRON GOLF HEADS.

WE WOULD BE PLEASED TO SEND ANY SAMPLES TO DEALERS.

OUR GOODS AND QUOTATIONS ARE ALWAYS SATISFACTORY.

GOLF COURSES LAID OUT.

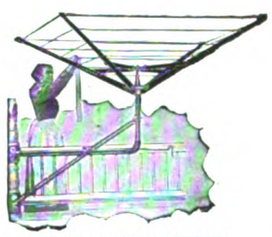
. . . . Write for Catalogue, complete in every detail.

THE BRIDGEPORT GUN IMPLEMENT CO.,

313-315 BROADWAY, NEW YORK.



Hill's Clothes Dryers



HILL'S BALCONY DRYER.

FOR YARD AND BALCONY USE.

ARTISTIC, CONVENIENT, DURABLE.

The best arrangement for Apartment Houses, Flats and Private Dwellings.

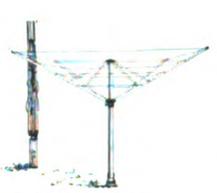


HILL'S CHAMPION DRYER.

The most popular yard Clothes Dryer on the market. **More than 100,000 in use, and every Dryer giving perfect satisfaction.**

..... Made in three sizes.

Endorsed by **Architects, Builders and Users.**



HILL'S SPECIAL DRYERS

are equal to any Folding Dryer except the "Champion."

.....Made in two sizes.

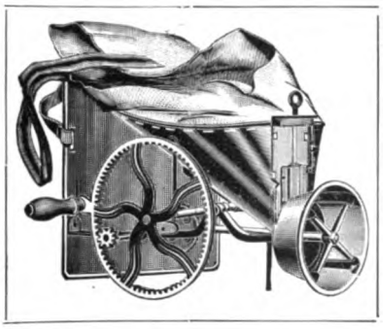
HILL DRYER CO.,

SOLE MANUFACTURERS,

340-344 Park Ave., . . . **WORCESTER, MASS.**

Digitized by Google

Pearce's Improved Cahoon Patent Broadcast SEED SOWER



Is as much superior to any other device for sowing grain as the modern electric light is better than a tallow candle. The **CAHOON** is not the lowest priced seed sower, but taking into consideration the durability of the machine, the ease with which it is operated, and the quality of its work, it is the cheapest. Pays for itself every day that it is used. Sows all kinds of grain and cleaned grass seed; does five times as much work as can be done by hand with two-thirds the amount of seed, and does it better than it can be done in any other way.

Dealers who handle the **CAHOON** make a profit and a satisfied customer at the same time. They stay sold. A prominent Hardware dealer in the South wrote us under date of February 13, '99: "We are not handling any other broadcast seeder similar to yours. Tried this some years ago and got enough of it."

Retail dealers supplied at factory prices promptly by our wholesale agents at all principal distributing points. . . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO. NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO, Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



G. W. BRADLEY'S SONS,

BUSH HOOKS.

Axe Eye.
Axe Eye Strapped.
2 Ring.
1 Ring with cutter.
New Orleans.

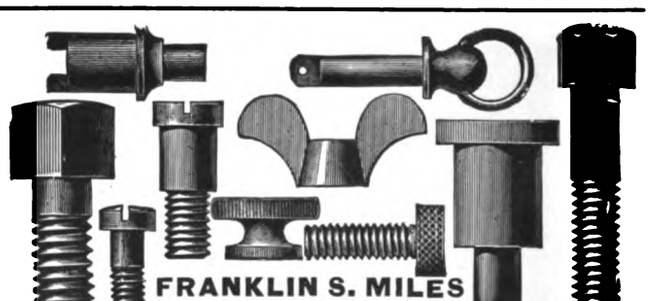


New Orleans Pattern.

ORDERS FILLED PROMPTLY.

UNDERHILL, CLINCH & CO.,

SOLE AGENTS 94 Chambers St., NEW YORK.



FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

Digitized by Google

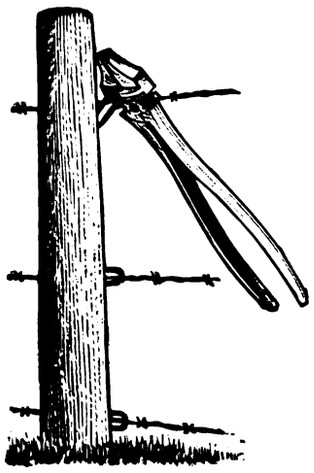


FAYETTE R. PLUMB, Inc.



PHILADELPHIA, PENNA.

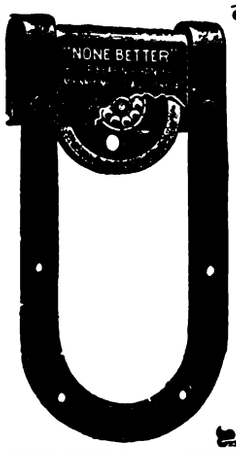
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis.

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

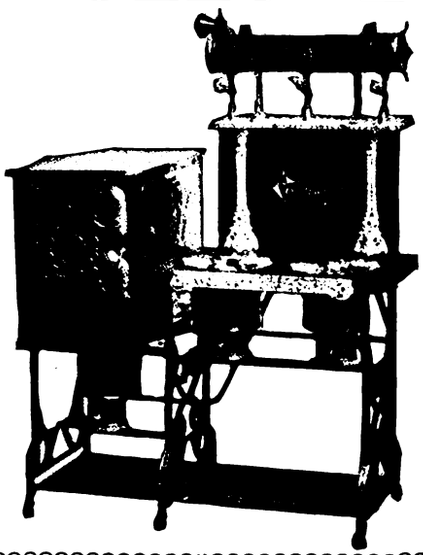
THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O Box 1042), 113 Chambers St., NEW YORK.

FULLY EQUIPPED FOR 1899.



With a full and complete line of Gasoline, Vapor and Evaporating Stoves Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.

We call special attention to our new

"CRESCENT" VAPOR STOVE,

which for durability, simplicity and absolute safety, is unsurpassed; no drip cup; lights instantaneous; side feed, and removable tank. The stove of the future!

Send for Catalogue and further particulars

The Dangler Stove & Mfg. Co.,

.... CLEVELAND, OHIO.

LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH



WRITE FOR PRICES AND CATALOGUE



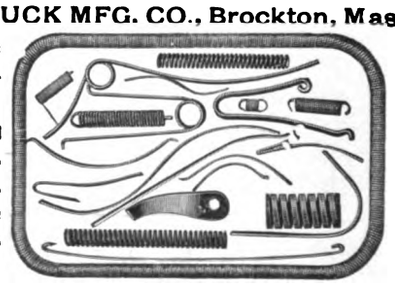


OUR GOODS ARE THE BEST
OUR PRICE THE LOWEST

PARRY MFG. Co. Indianapolis, Ind.

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

Digitized by Google

THE TOLER

Liquid Door Check and Spring.

PERFECTION ATTAINED AT LAST.



Entirely new in style and mechanism, **strong, simple and effective,** giving in results all the best achievements of other checks, together with new and valuable features only to be found in this.

It has a vertical case, with openings only at the top.

It has no plugs or caps screwed to the cylinder ends It cannot leak. There is no way for the liquid to escape after the Check is applied.

The piston is idle during a greater part of the opening and closing of the door, thus saving the wear on all parts.

It is made of the very best of material throughout.

It works to perfection, closing the door quickly and gently.

It is easily taken apart by anyone; no returning to the factory for anything. This saves time and money. The working of the Check will speak for itself.

Regular finish, Gold Bronze. No extra price for Silver Bronze or Dead Black when so ordered. Furnished Plated in Brass, Nickel, Copper or Silver, Plain or Oxidized, at a reasonable extra charge. No extra charge for Brackets where needed.

....Manufactured by....

W. H. QUINN & CO., General Agents, No. 103 Chambers St., NEW YORK.

JOHN TOLER, SONS & CO., NEWARK, N. J. U. S. A.

MT. VERNON COMPANY,

BALTIMORE, MD.

... The Largest Manufacturers of ...

COTTON DUCK

IN THE WORLD.

Of all Numbers, Weights and Widths (3 to 120 inches) for every known purpose.

Also SOFT, MEDIUM and HARD LAID SEINE TWINES, COTTON ROPE and SEAMLESS GRAIN BAGS.

WRITE FOR PRICES AND SAMPLES.

CHISELS.

We make the good kind. If mech-



anics know you keep them they will not bother making their own, which



they are obliged to do because the kind you are in the habit of hand-



ling are so poor—good enough perhaps for private trade. Ours are made for the artisan. . . . . .

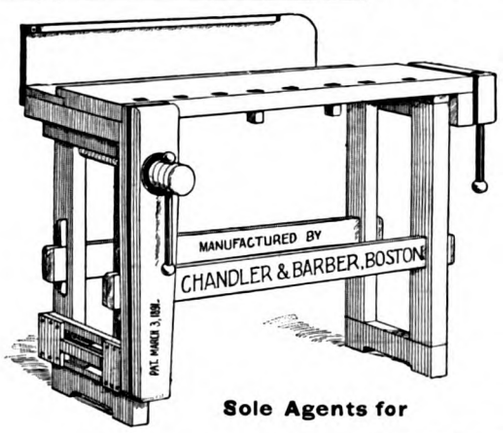


BRAUNSDORF-MUELLER COMPANY,

CORRESPONDENCE SOLICITED.

ELIZABETH, NEW JERSEY.

SCHOOL BENCHES ...A... SPECIALTY.



Sole Agents for



HENRY TAYLOR'S SLOYD KNIVES



AND

"HANDY" CARVING TOOLS.

Also . . Specialties for SLOYD

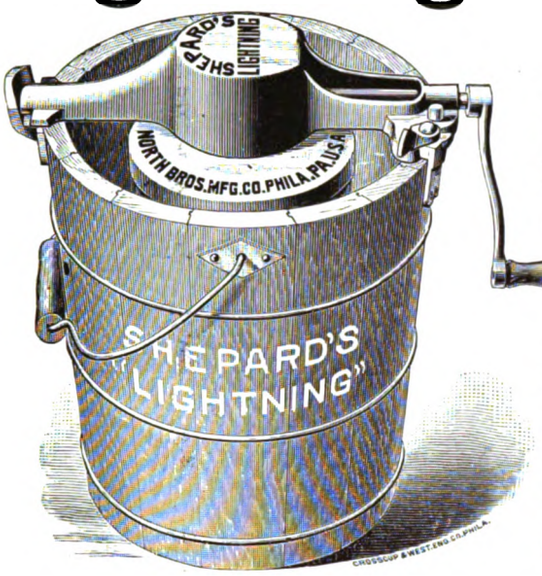
CHANDLER & BARBER,

N. E. Agents Prescott Trackless Sliding Door Hangers,

15 and 17 Eliot St., BOSTON, MASS.

Digitized by Google

Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

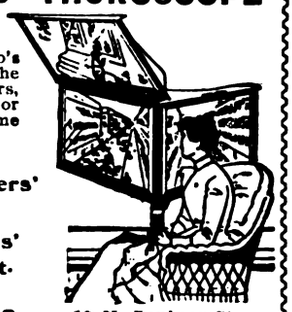
ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR OUR 1899 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

BAYER'S THUROSCOPE



To observe who's on the stoop, in the event of peddlers, canvassers, etc., or other unwelcome guests.

Housekeepers' Necessity,
Invalids' Delight.

BAYER & CO., 19 N. Juniper St., PHILADELPHIA, PA.

CANTON GARDEN PLOW



THREE SHOVELS AND RAKE ATTACHMENT.
WEIGHT, 20 POUNDS
$3.75 EACH.
CASH WITH ORDER.

PARLIN & ORENDORFF CO.
Largest and oldest permanently established Plow Factory in America,
CANTON, - - - - - ILLINOIS.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.
Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers.
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes.
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails.
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.
Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.
Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.
Sheathing Nails.
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads.
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.
Wire Slating Nails.
Escutcheon Pins.

Lead Nails.
Slating Nails.
Common Nails.

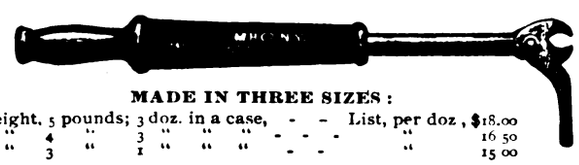
Zinc Nails.
Slating Nails.

Yellow Metal.
Slating Nails
Sheathing Nails.
Stem Nails.

Slaters' Tools.
Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.
Composition Spikes.

THE GENUINE "GIANT" NAIL PULLER AND BOX OPENER

All **GENUINE** Guaranteed Pullers have the word **GIANT** on the Handle.



MADE IN THREE SIZES:

No. 1—Weight,	5	pounds;	3	doz. in a case,	- -	List, per doz,	$18.00
No. 1½	"	4	"	3	"	"	"	- - -	"	16 50
No. 2	"	3	"	1	"	"	"	- - -	"	15 00

IMITATED BY MANY.
EQUALED BY NONE.

MALTBY HENLEY CO., 20 Warren Street, New York, U. S. A.

LENGTH AND GAUGES OF STANDARD STEEL WIRE NAILS.

Sizes.	Length, inch.	Common.	Barbed Common.	Clinch.	Fence.	Common Brads.	Smooth & Barbed Finishing.	Fine.	Barrel.	Casing.	Smooth Box.	Barbed Box.	Flooring Brads.	Barb. Car L'ht	Barb. Car H'y	Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Spikes.
.....	3/8	.....	.....	.....	.....	.....	.....	.....	16	.....	.....	.....	.....	.....	.....	.....	13	.....	.....	17	.....
.....	7/16								15								12	.....	.....	17	.....
2d	1	16	15	14	.....	16	17	17	15	16½	16½	16½	.....	.....	.....	12	12	.....	.....	17	.....
3dfi	1¼	.....	.....	.....	.....	.....	.....	16½	15	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
3d	1¼	15½	14	13	.....	15½	16½	.....	14	16	16	16	.....	.....	.....	11	11	.....	.....	.....	.....
.....	1⅜	.....	.....	.....	.....	.....	.....	.....	13	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
4d	1½	13½	13	12½	.....	13½	16	16	13	15	15	15	.....	12	10	11	10	.....	12	.....	.....
5d	1¾	13	12	12½	10	13	15½	.....	.....	14	14	14	.....	10	9	10	10	12½	12	.....	.....
6d	2	12½	12	11	10	12½	14	.....	.....	13½	13½	13½	11	10	9	.....	9	12	11	.....	.....
7d	2¼	12	11	11	9	12	13½	.....	.....	13	13	13	11	9	8	.....	.....	11½	11	.....	.....
8d	2½	11½	11	10	9	11½	12½	.....	.....	12½	12½	12½	10	9	8	.....	.....	11	10	.....	.....
9d	2¾	11	10	10	8	11	12½	.....	.....	12	12	12	10	8	7	.....	.....	11	10	.....	.....
10d	3	10½	9	10	7	10½	12	.....	.....	11½	11½	11½	9	8	7	.....	.....	10	9	.....	7
12d	3¼	9½	8	9	6	9½	11	.....	.....	11	11	11	8	7	6	.....	.....	.....	.....	.....	.....
16d	3½	8½	7	9	5	8½	10½	.....	.....	10	10	10	7	7	6	.....	.....	.....	.....	.....	6
20d	4	6¾	6	8	4	6¾	10½	.....	.....	9½	9½	9½	.....	6	5	.....	.....	.....	Spikes.		5
30d	4½	6	5	.....	.....	6	.....	.....	.....	9	9	9	.....	6	5	.....	.....	.....	6½	1	4
40d	5	4½	4	.....	.....	4½	.....	.....	.....	8	8	8	.....	5	4	.....	.....	.....	7	0	3
50d	5½	3½	.....	.....	.....	3½	.....	.....	.....	.....	.....	.....	.....	4	3	.....	.....	.....	8	00	2
60d	6	3	.....	.....	.....	3	.....	.....	.....	.....	.....	.....	.....	4	3	.....	.....	.....	9	60	1
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

Hopkins' "Handy Notes and Queries."

Digitized by Google

ANNOUNCEMENT

. . . . . Many Retail Hardware Dealers have informed us that when they order Star Hack Saw Blades from the jobbers their orders are filled with imitation goods, which will not do the work. By this means our saws get a bad name where they had a good name before. We do not object to our esteemed customers selling any saws they have a mind to, if they do not represent that they are filling orders with Star goods. If our Blades get fair treatment we will take the chance of their cutting their own way.

If Dealers, who cannot get what they want from their Jobbers, will notify us we will send them the address of some one near by who will furnish genuine goods, or failing in that, we will send the saws from New York at not above jobbing rates.

More than Jobbers or Retailers, in the last analysis, the men who use the saws will settle the question of what shall be sold.

MILLERS FALLS CO.,
93 Reade St., New York.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

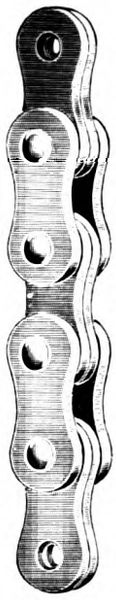
Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains.



Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Eclipse Cleanable

The Best Patented Specialty on the Market.



The only removable ice chamber refrigerator having a positive circulation of dry air to the lowest point in provision chamber through a removable flue.

It's simple, durable, handsome and cleanly. Well finished. Good designs. Strictly metal lined. Does better work with less ice than other makes

Eclipse Refrigerator Works,

BURLINGTON, VERMONT.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



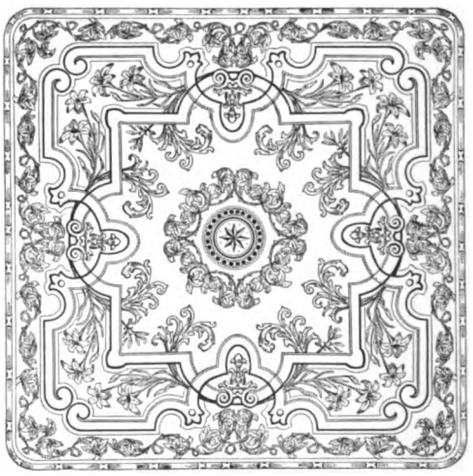
Patented Aug. 18, '91 Nov. 10, '96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

REFRIGERATORS.

STOVE BOARDS.



MANUFACTURED BY

COOPER & McKEE,

113 to 121 Gwinnett St., 146 to 154 Middleton St., BROOKLYN, NEW YORK.

Catalogue Sent Upon Application.

Digitized by Google

HARDWARE

VOL. XIX APRIL 10, 1899. NO. 1

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St., Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.
198222

"Hardware Jobbers' Number."

The success attending our "Hardware Association Number," of April 10, 1898, was a guarantee to the trade that whatever *Hardware* promises to do, it does in good faith to the very spirit and the letter.

That number was the handsomest, most artistic, and most successful representation of first-class Hardware trade journalism, that was ever published, and praise and congratulations poured in from our friends, from all quarters of the globe.

It is certainly no stretch of the truth to state that the special "Hardware Jobbers' Number," which finds its way into the hands of the trade to-day, is in all respects equal to the publication of last year.

Hardware on this 10th of April, 1899 completes the ninth year of its existence. Its history is known to all. It came into life because there was an unoccupied field awaiting it. The success which attended it from the first, is a visible proof of the fact that the trade had practical use for a journal of this character. It has endeavored to be useful to its constituents; to be fearless in the expression of its opinions; to give the news of the trade, and all the news, without bias or concealment; to foster, so far as lies within its power, its best interests of the trade; to represent the markets as they are; to keep in touch with the live questions of the day, and to become, in a word, a live progressive, independent representative of the Hardware trade of America. The generous endorsement and support which it has received from all quarters, lead us to the belief that it has, in a large measure, been able to fulfill this ambition.

In choosing for the special anniversary number of this year the subject which has been selected—the Hardware Jobbers—we feel that we have provided, for the thoughtful consideration of the trade, a theme which is now presenting problems upon which many of the best minds in the trade of this country are and have been for some time, devoting themselves. The discussions which have occurred recently in the various annual meetings of the large and small jobbers' associations of this country, the questions which have been raised in the public press, and in the minds of many thoughtful men, as to the present status and future outlook of the jobber, whether in the Hardware or other trades, have led to the choice of this theme, as one full of vital moment to the trade, and to the country at large. The importance of this subject is evinced in no better way, than in the fact that a large number of the busiest Hardwaremen of the country have been willing to devote their time and labor, to the preparation of a number of very valuable and interesting special articles for this issue, bearing upon questions which affect the very life and existence of the Hardware Jobber. It is with no small degree of pride and pleasure, that we lay before our readers these many articles from the pens of such busy men, and we know that a perusal of the same, cannot fail to be of benefit to each and every member of the trade, whether his interests lie akin to those of the jobber, the manufacturer, the retailer, or the consumer.

No trade journal could present to its readers an array of articles like those above referred to, without a feeling of special pride and self-congratulation upon the number and character of its friends. When a man as busy as William W. Supplee, ex-president of the National Hardware Association, prepares for its columns an article as thoughtful, as earnest and as full of valuable information as is found in his communication elsewhere in this issue, it is a guarantee that he regards the occasion as one of special importance, and certainly has some measure of appreciation of the character of the channel through which he expects to reach the trade. Mr. Supplee is a thinker and close observer, as well as a man of shrewd business acumen, and speaking as he does from a life of active experience in the jobbing trade, his views must certainly command attention and respect.

Among the other articles to which attention can be called without an invidious distinction, are those from the pens of H. H. Bishop, president of the National Hardware Association, in reference to the present condition and future outlook of this great organization; the views of T. James Fernley upon various themes of importance to the National Association and the trade; the papers of Brace Hayden, H. C. Rushmore, George T. McIntosh, Charles H. Turner, Leon C. Carter and James D. Moore, upon the jobbers and the jobbing trade of their respective geographical sections of the country; the papers of James D. Foot, John Bindley, H. P. Davidson and J. H. Smith, upon the relations

Digitized by Google

which exist between the manufacturers and jobbers on the one hand, and the jobbers and the retailers on the other; the article of Charles W. Emery on net prices; that of C. B. Lockwood on the ethics of the Hardware business; that of James R. Nutting on the ever-present and practical question of packing and cartage; and very many others of like value and importance from the pens of J. B. Comstock, Alfred P. Shannon, C. S. Van Wagoner, Alfred D. Clinch, Thomas E. Oliver, etc. The mention of these special articles is simply for the purpose of illustrating the wide scope and value of the questions discussed in this issue, and are suggestive of others of equal value which we have not space to name. To each and every one of these gentlemen, *Hardware* extends, on behalf of itself and the trade, a formal vote of thanks, for the interest which they have shown in the preparation of this number, and the time which they have taken for the discussion of the various vital questions which affect the trade.

Another feature of special interest is the presentation, upon three pages of this issue, of the portraits of *Hardware's* staff of correspondents. These gentlemen are known to fame wherever *Hardware* reaches, and our appreciation of the services which they render in each successive issue, is more fully expressed on another page.

It would be an act of thoughtless ingratitude upon our part, to place upon record the above acknowledgments, without an expression of our appreciation, to the fullest extent, of the manufacturers, jobbers and others, who have aided us in making this present number so great a success, when viewed from a more material side of trade journalism. There never was a trade journal published in this country, or anywhere else, that presented a choicer and more attractive array of advertising pages than is shown in this number. The responses of the trade have been of the most generous character, and this number alone furnishes an eloquent object-lesson to the world at large as presenting a great variety of Hardware articles manufactured in America; and it would be difficult to designate which theme should be touched upon with the warmest eulogy—the enterprise of these advertisers or the artistic manner in which their cards have been prepared, and are here displayed.

As a fitting conclusion to the above, we may be permitted to say, that the management of *Hardware* appreciates in the highest degree the efforts of its friends, which have been so generously extended, not only in the preparation of this special number, but also in the support which has been given from the very beginning. The most fitting acknowledgment which can be made, lies in the promise that thus encouraged, *Hardware* will endeavor to be even more useful to the trade in the future, than it has been in the past.

Fraternity in the Jobbing Trade.

Editor Hardware: When in the year 3875 B. C., Tubal Cain opened his Hardware store, he enjoyed what every Hardwareman since has longed for—a monopoly in his line. He had no fierce competitors and every one was welcome to his hut or warehouse for he feared no danger of spies looking for brands, that Tubal, because being an authority, was a guarantee must be good if he carried them in stock. He fraternized with the entire Hardware community, which was himself, like Lord Dundreary's gallinaceous bird with one wing. He was the father of trade fraternity.

The relations between the jobbing trade of the various sections of our country have undergone a very decided change during the past forty years. Before the civil war the relation between the North and South was almost entirely of a commercial character, and the traveling salesmen to cover the Southern section were of Southern proclivities. Now this has been changed and the Yankee is a welcome visitor in the rice and cotton sections. No one factor has been so potent to bring a fraternal feeling between all sections as the Hardware Club of New York, the incorporators of which believe it to be the home from which have gone out the progenitors of all Hardware trade associations organized in the United States, and which has stimulated the organizations of similar character among our British cousins.

Feelings of fraternity led to the formation of the Hardware Club, and its phenomenal success brought about the National Hardware Association of the United States, which has auxiliary groups covering the various divisions of the trade. Not content with the parent organization each jobbing section of the country has been cemented in separate bands, and not content with this progress each large city now has its local society. These are all formed for one object: the alleviation of the sufferings of the average Hardware jobber. That the end sought has been achieved is proven by the reports all render to the parent at the annual convention. The mythical guerrilas of the past have all disappeared, and now the colonel of the South greets the private of the North on equal terms. Tangible proof of the new era of fraternity was lately exemplified in the presentation to Mr. William W Supplee, by the National Hardware Association, of a service of silver as a tribute to his fostering work in behalf of the good for the entire jobbing community of the country. More recently we saw it again expressed at the dinner tendered the beloved ex-President of the Hardware Club, Mr. Peter McCartee, by its Board of Governors at which time they took advantage of the opportunity to present him a token of love and esteem, in the form of a silver salad bowl and spoon.

The Hardware trade of to-day is not devoting its energies on post mortem honors, but is spreading its rewards in the offices at its command. The presidency of the National Association carries with it proof of confidence and esteem of its members, and the position is worthy the ambition of any member of the trade, and he who reaches the goal is honored. Likewise the presidency of the Hardware Club of New York is worthy the honorable seeking of any New York jobber, for the office has been exalted by the two former incumbents, Mr. William H. Williams and Mr. Peter McCartee, and by its present holder, Mr. George H. Sargent.

Who will say that Fraternity in the Jobbing Trade does not exist to-day? Let any one who is a sceptic visit the New York Mecca of Hardwaremen and have the delusion removed, for he will see gathered at its tables the greatest and fiercest competitors whose competition has been turned into more honorable channels, because they have learned to know each other better, and are approaching the commandment "If ye fulfil the royal law according to the Scripture, 'thou shalt love thy neighbor as thyself,' ye do well," and the carrying out of this creates Fraternity.

New York, April, 1899. ALFRED D. CLINCH.

Digitized by Google

MR. SUPPLEE ON THE JOBBERS' FUTURE.

Editor Hardware: The subject upon which you have asked me to write is: "The future of the Hardware Jobbers, and of what advantage are they to the Retail Merchant?"

In treating upon this subject I will for convenience sake use the personal pronoun, and for the same reason ask permission to use my firm name (which I have always heretofore avoided) in making statements and illustrations, in order to show why I arrive at conclusions, and having had experience and supervision in both retail and wholesale business I propose to treat the subject so far as possible from an unbiased standpoint.

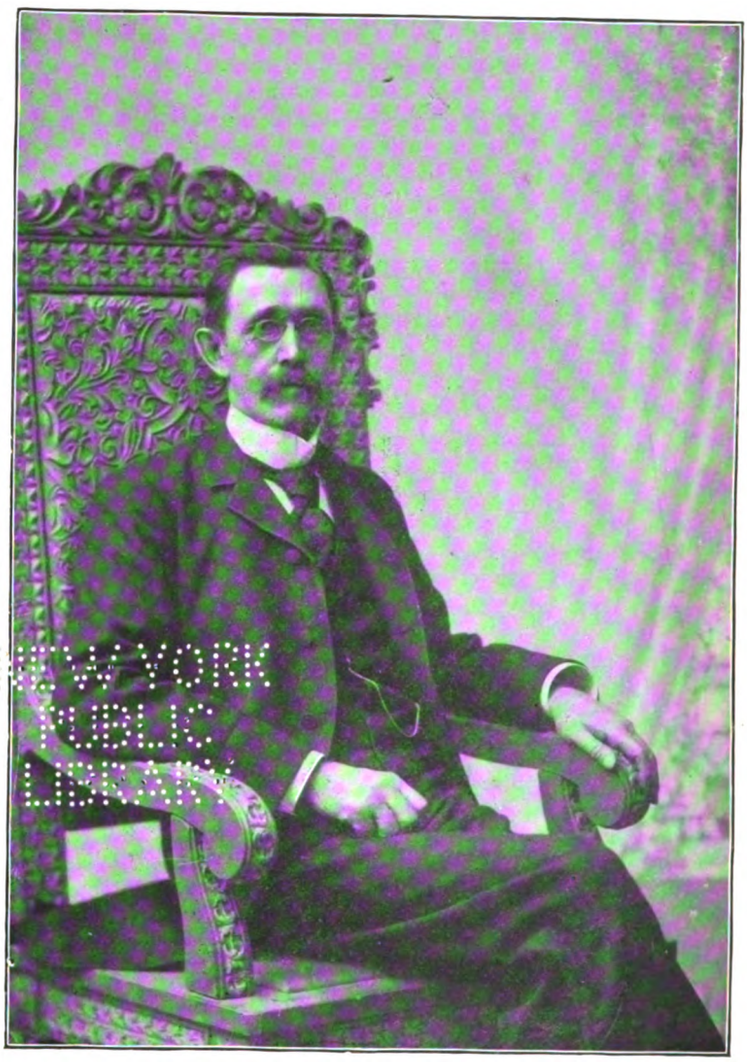
I could never persuade myself to indulge in either day or night dreams of speculative theory, or superficial conclusions, and while it is but natural that we should accept experience as a guide we should not permit ourselves to be chained to it and thus prevent schooling one's self to the ever changing conditions of mercantile progress. The subject is one naturally quite near to my heart, and I may accept the request made by you in two different letters that I should not be over-modest but use all the space that I desired.

My first experience of eight years in the retail Hardware business was in a location and at a time where the opportunities to mingle with the consumers of both farming and lumbering districts were of no small character, and I have been frequently asked the question if again in the same position would I desire to see all the jobbers retire from business and depend upon making my purchases from manufacturers? My answer, based upon experience would be that the question is entirely theoretical, and were it practicable it would not be desirable. Doubtless all jobbers have occasionally come in contact with an occasional dealer (as the writer has) who may have entertained the very comfortable feeling that he can purchase $50 to $100 worth of goods from a manufacturer as cheaply as the jobber can buy during the season variously from $1000 to $10,000, and in some instances (depending upon the kind of goods) as high as twice or four times $10 000. Taking, therefore, a practical view of the case, is it reasonable? If reasonable (which I do not admit) why stop there, why should not the average manufacturer reach the retailer's most desirable customers, the consumers of the country, upon the same basis?

But, says the retail merchant, some manufacturers state they will sell me as low as they will sell any one. Tacitly, yes, practically, no. If he be a conscientious manufacturer he will sell you as low as he will sell any one that given quantity of goods, but is it reasonable that he would sell you as low as he would to a distributor through your similar channel ten to fifty times that amount? Therefore, a mental reservation of the manufacturer is naturally to be expected.

There are distinctively four classes of trade engaged in the manufacture and distribution of Hardware and its corelatives, the manufacturer, the wholesale dealer (known as the jobber), the retail merchant, and the consumer or user. Each have their distinctive sphere and vocation, their interests are mutual, and any attempt to disarrange or disconnect them has always ended in demoralization and tangled them into an unmanageable mass.

We all know that reducing lost motion to a minimum is an art much to be desired, and any factor which will aid in this is a benefit to the real merchant, as the very nature of his business requires all the possible time he can give it, giving him the opportunity of coming in personal contact with his customers, the consumers. A certain amount of time must necessarily be devoted to buying his goods, familiarizing himself with the market and prices, which is reduced to a minimum in making his purchases from say three or four jobbers, or distributing houses, instead of giving a large portion of his time to representatives of say from 300 to 500 manufacturers, who may from time to time, from week to week, or day to day call upon him, all of whom should be courteously treated. That number



WILLIAM W. SUPPLEE

may appear large to the average merchant, but the writer's own ledger shows purchases from nearly 1,200 firms. Through this channel (the jobber) the retail merchant is able to receive condensed information of the styles, quality and prices of many hundred representative lines of goods in a very short space of time, resting safely in the belief that through this channel he can secure goods at no higher price than he would pay if he were to buy from manufacturers an equal quantity of goods. If for no other reason, the competition of the jobber prevents unreasonable or arbitrary prices.

The business of a large wholesale house demands different treatment, the buyer or buyers must come in touch with the entire market and the manufactured product of the country. Buyers are selected for the various departments who have a degree of experience and intelligence,

Digitized by Google

and who are able to carefully select goods suitable for the needs of the trade. The buyer in the department of pocket and table cutlery, like his other co-workers, has a difficult task to perform. He must compare the various samples with styles, quality and prices, making purchases and keeping his stock in condition for immediate as well as future sales. Upon examination I find upon the pocket cutlery record book of one year ago that over 1200 dozen American manufactured Barlow pocket knives were ordered with instructions to send them as soon as made. I find after that order had been in hands nearly three months not one-half of them had been received, and further find on the record for the same year 2000 dozen American manufactured pocket knives ordered as early as August for the next spring's trade, not all delivered in six months, and find 1000 gross of table knives and forks ordered in September of one year from the coming spring trade not all completed until the middle of December, and find over 2000 dozen Wostenholm & Son's imported pocket knives, averaging $7.00 per dozen (with duty added) ordered nearly six months in advance of the season in which they were needed. Other pocket knives, both English and German, are ordered correspondingly early.

Other departments act and suffer correspondingly. I am this moment reminded that about a year and a half ago an order was given out early in the Fall for one car load of hames. The season was unusually active, and the order was not sufficient to carry us through and additional orders were placed. In these there was a delay, the manufacturer in his letter stated that unless the jobber ordered these goods in advance of the season to be made up to order it would take shed room, which would cover the entire bottoms of his town in order to carry a sufficient stock to supply the demand for the current season, winding up by saying that the jobbers of the country should anticipate their full wants.

Orders for one million ordinary carriage bolts, one million Eagle carriage bolts, or one million tire bolts, must be given three to six months in advance of the season in order to insure prompt delivery. Nor is an order of from one to five hundred barrels of strap and T hinges an unusual specification, coupled with instructions that one to two car loads at a time be shipped during the season. Orders given for fifty thousand pounds of wire nails in packages are liable to remain in the manufacturers' hands for sixty or ninety days before full shipment is made, and although the combined manufacturers of the country have machinery enough for manufacturing more screws than can possibly be consumed in our country, orders for from 100,000 to 500,000 gross frequently remain in manufacturers' hands from sixty to ninety days before specifications are completed. Trace chains are contracted for as early as July to September, and in order to insure positive delivery are frequently bought from two or three manufacturers. Cross-cut saws are usually ordered six months in advance of the season to insure delivery. Orders for builders' Hardware and goods known as general shelf Hardware, covering volumes, are made out with care three to four months in advance of the season.

I will later on treat of the difficulties that a retailer would have encountered had he changed his source of supply during the depressed trade of the recent past, but for the present will treat on the immediate prosperous year, and the average retailer has no possible knowledge or conception of the difficulties that surround the jobber at the present time, further justifying the judgment of depending upon more than one manufacturer. We have reached a season when trace chains are needed by the consumer. Not nearly two-thirds of the orders given in July to September have been completed. Manufacturers cannot obtain wire, and had we depended upon one source of supply only, one can imagine the dissatisfaction of customers. The same may be said of poultry netting, where at this date twelve thousand rolls have been shipped, but we are now suffering and are likely to suffer from the delay of many more thousand rolls yet undelivered. The same may be said of green wire cloth, and the manufacturers of window screens must suffer from the sales beyond the production of green wire cloth, while several car loads have been received orders cannot be completed until additional car loads arrive. Rakes, forks, garden, cotton and planters' hoes specified for as early as October are not fully executed, and no orders can be placed at the present time with any positive assurance of delivery in time for trade. An order placed for 3500 dozen shovels long before the recent advance was anticipated was returned by the manufacturer, saying that it was simply impossible to supply the goods in time named for delivery. If the jobber sells two, three or four makes of files he must place specifications in hand with each for from 3000 to 5000 dozen or over (as the case may be) far in advance of his wants. I could extend these illustrations to an almost unlimited extent, but rest assured that the average manufacturer could not so conduct his business as to make it possible to supply the quick demands of say twenty thousand or upwards retail dealers scattered over this vast country, without constituting himself a jobber, and not then unless he arranged to carry a stock equal to the combined jobbers, and then only at an enlarged expense account providing he markets his own goods exclusively. The expense of conducting business in this manner would average variously (depending upon the lines) from 12 to 25 per cent. upon his output, which must necessarily be added to the cost of the goods. Therefore the consumer would naturally suffer to that extent, but no jobber could conduct his business and retain his trade at one half the minimum traveling expense above stated.

Many of my fellow jobbers will remember (and those who attended remember with pleasure) that on January 17th, 1875, Henry Disston gave an entertainment, extending his invitation to all the firms of jobbing houses in the country. During the evening I was seated with the head of the firm of a large western wholesale house, whose business at that time was about half a million dollars (another western house had also reached fully that amount). We discussed the future of the Hardware jobbing trade, and whether the maximum trade of the jobber had been reached, arriving at the conclusion that it had not been, but that it was in its infancy. Since that date the business of the house referred to has grown from half a million dollars to from six to eight million (the other house referred to to fully an equal amount) and the writer's business has far more than quadrupled. During the interim a large number of wholesale houses scattered over the North, South, East and West have come into existence, whose probable trade is some of them more than equal to, and some one-half the first named amount.

Many of these jobbers are not infrequently the financial backers of the manufacturers, making their purchases far in advance of their anticipated wants, paying for goods promptly, taking advantage of the cash discount, and the manufacturer is thus put in possession of funds with which to pursue further business. Therefore, if there have ever been any reasons why the jobbers of this country should exist, and why they are of advantage to the retail merchant, these reasons have increased four-fold.

Taking the risk of repetition I will repeat what I stated at the annual meeting of the National Hardware Association, (while president of that organization) that there came upon my desk a journal in which certain views concerning the future of the Hardware jobbing trade were presented. Simultaneously with the receipt of the journal the morning's mail came before me, curiosity prompted me to investigate in detail some of the orders. In one case there were twenty-three different items, and no two articles made by any one manufacturer. In one order of forty items no

Digitized by Google

three were made by the same manufacturer. Other orders were equally suggestive. Since the date of your letter many orders have been examined for the same reasons, and we have found that in many orders coming from salesmen of two or three pages no three articles could be had from the same manufacturer. These are not isolated cases, but of daily occurance.

Therefore, imagine, if you please, the retailer distributing his orders like the scattered fire of the blunderbuss, selecting his goods from the many illustrated catalogues issued by some of the jobbing houses of the country covering over 1000 pages, and in a catalogue of nearly 1500 pages issued by our firm a few years ago we could add 300 to 400 additional pages and then not fully illustrate and classify the stock which it is necessary to carry in order to supply the quick demands of trade, and through this channel (the jobber) the retail merchant is able to keep in touch with the market, add to his purchases each time some few new goods, and thus enlarge his scope and increase his trade. But unfortunately, and with all due respect to the intelligence of the average retail trader, I state without fear of contradiction that had the retail trader extended his scope and carried a more extended variety of goods to tempt the average consumer, there would have been no room for the many department stores which have started during the last few years, and which have diverted much trade from its proper channel.

I greatly deplore the spasmodic and experimental efforts, as well as I deplore the effects caused by either manufacturer or jobber who in order to effect quick and perhaps large sales, has formed connections with what are known as "Catalogue Houses," who send their catalogues to farmers, mechanics and others. Trade diverted through these channels does not produce greater distribution or use of goods, but merely diverts the trade from the sturdy efforts of the retail merchant, and the very nature in which they conduct their business is demoralizing to the prices of both the jobber and the retailer.

It has been my experience a number of times during the past few years, and doubtless has been that of many other jobbing houses, that many retailers have succumbed to failure resulting from their efforts to scatter their small purchases with various manufacturers who can have no possible sympathy in their welfare beyond selling their goods, and the stereotyped work of collecting their few bills. While any reasonable jobber, the conditions having been made known to him, would have cheerfully aided them in carrying their indebtedness until they could make collections and payment, while in the hands of a hundred persons or more they could not expect to receive the same consideration. I have further known very many, and the details of many have been shown to me, who were saved from bankruptcy by confining their purchases to a limited number of legitimate channels in trade.

We all recognize the fact that an occasional manufacturer will startle the trade by announcing his yet untried policy of going direct to the retail trade, but we have been surprised at the prominence given in trade journals to these spasmodic and untried efforts. If one would go further and look into the facts he would find that usually there are reasons for the departure, occasionally it may be traced to having but little jobbing trade. More frequently it will be found that this manufacturer has been especially catering to the department store or "Catalogue House" trade, who have so demoralized the selling prices that they have made the sale of the goods unprofitable to both the wholesale and retail merchant. The jobbers in cases of this kind have naturally abandoned the selling of this manufacturer's goods. Then, with a flaring of trumpets the new policy is announced.

We also recognize the fact that an occasional man, or a dozen men engaged in trade, may express in print their conclusions as to what would be to the advantage of some *twenty thousand* or more dealers. It will be found these views are usually expressed from knowledge obtained in the very narrow limits of their own business, either that or superficial theory, and they do not realize the positive requirements of the greater number of the 20,000 or over retail merchants in trade, or the advantage of at all times buying their goods at a stipulated price from the jobber, while a large number of manufacturers to-day are receiving orders only at prices ruling at date of shipment.

Imagine for a moment Henry Disston & Sons, Fayette R. Plumb, Barnett File Co., McCaffrey File Co., Nicholson File Co., and a hundred other firms we could name equally applicable, abandoning the policy of selling in the quantities referred to in this article, and traveling over the country placing their single line upon the market, asking for specifications for goods they could furnish within the next sixty or ninety days or four months. It would be far more easy for a jobber to step beyond his limited sphere and visit the large consuming trade of the country, for he is always provided with a suitable variety of stock, and could sell his line of shovels to the miners, files to the manufacturers or mill owners, lock furniture to the builders, bolts and screws to the manufacturers, and so on, and form connections with department stores in every town and hamlet of the country.

Referring to the names of those who are to contribute to the issue of April 10th, there may be those who entertain opposite opinions, which is but natural, for if all men were created to think alike there would be no room for two political parties in this country, nor the dissensions which exist upon the most vital questions in the same party, nor would General Washington have had heaped upon him the unjust viturperation during the hardships and sufferings of his six years' campaign for liberty, nor compelled to endure the tortures of the calumny heaped upon him during the term of his presidency. But I feel that there is no mercantile business in the United States conducted upon so small a margin of net profits as the Jobbing Hardware business, and that the jobbers fill a place needed for the requirements, and are of inestimable advantage to the retail trade, and have for years stood between the manufacturer and the retail dealer in suffering changes and declines in goods, and fully believe that the goods reach the consumer at a less cost than could possibly be accomplished through other channels, and the youngest retail merchant in trade will not live to see the day when the jobbers' usefulness can be dispensed with, that they are here to stay, and finally, on the average are an honest and good set of fellows.

Yours truly,

WILLIAM W. SUPPLEE.
President of Supplee Hardware Co.

Philadelphia, Pa., March 30, 1899.

Saw-edged scissors is one of the newest novelties. In general design they are identical with the scissors we know so well, but instead of a smooth cutting surface, each blade has an edge like the carpenter's saw. The sides of these teeth are shaped at an angle to the plane of movement of the blades, and also toward the end, the advantage being that the operation of cutting is made easier, an important item in handling heavy goods, and also that a clean, smooth cut is made at every operation. These blades are said to hold their edges much longer than the old straight edge style.—*Chattanooga Tradesman.*

The growing interest in the Warren Shelving, J. D. Warren & Co., Chicago, has been evidenced in the past ten days by the placing of numerous large orders from customers in the Northwest, others in the East, and a very choice outfit to be shipped to Belgium.

HARDWARE costs only One Dollar a year.

Digitized by Google

Mr. Fernley on the Jobber.

Editor Hardware: You have asked me to write a few words on the early and crucial days of the National Hardware Association. Since receiving your letter I have been giving the matter a good deal of thought. I have come to the conclusion that the National Hardware Association—while it may have had its early days (as most things do)—yet I cannot recall any days which might be considered as crucial.

I find that one of the dictionary definitions of the word "crucial" is "like a cross." The word "cross" in this connection doubtless meaning something heavy to bear.

I have never found in my duties with this Association that there was any particular "cross" to be borne, and indeed, the labors have been extremely pleasant.

It is quite true that at times we have been called upon to define the proper channels of trade, in order that those who desire to keep in the channel should not become shipwrecked.

Since our early days, as an organization, we have been endeavoring to induce the manufacturers to protect the retail trade against the piracy of the department store and catalogue house, and we have met with some degree of success in this.

Some manufacturers have endeavored to class the catalogue houses with jobbers, but to this we have always objected.

We believe that if the jobbers and retailers, individually and through their respective associations, will call the attention of the reputable manufacturers of the country to the demoralization caused by the sale of their goods in department stores and catalogue houses, that heed will be given to these respectful requests.

Very soon after assuming this office, the writer was called upon to give the definition of the term "jobber." He stated that a jobbing house was one located at a central distributing point—carrying an ample stock of goods to supply the wants of the trade solicited—and distributing these goods to the retail dealers, through the medium of a corps of traveling salesmen, steadily employed. This definition has been submitted to the best thinkers in the trade, and has been generally accepted.

Certainly, under this definition the "catalogue house" could not be classed as a jobber.

It is the earnest wish of the writer that the trade might continue to flow in its proper channels; that the tendency of the manufacturer to sell the large consuming trade might be curbed; that all goods shipped reach the consumer after having passed through the hands of the jobber and the retail dealer.

We find the most intelligent retail dealers much prefer to patronize the jobber.

1st. Because he obtains the benefit of the jobbers' judgment in assembling proper variety of goods.

2d. Large saving of freight by reason of ability to have small quantities of many goods packed and shipped in one lot.

3d. Larger use of capital, a much smaller amount being tied up in stock, than if purchases were made of sufficient size to justify the factory shipments in every case.

4th. Because he realizes that goods reach him at a less net price through the jobber than if the same were purchased from manufacturers. The cost of selling goods must in some way or other be added to the price. The retailer realizes that the manufacturers calling upon him with a single line of goods does so at a much greater expense than the jobber who is handling many hundreds of lines at the same time.

5th. The retailers realize that if they were forced to purchase from the manufacturers, they would not have the advantage of prices, which they receive by reason of competition.

Many lines of goods have an individuality of their own and if the manufacturer were distributing these goods himself he could ask his own price. When he puts them in the hands of a dozen or so jobbers in one section of the country the competition between these jobbers will eventuate in the goods being sold to the retail trade at a price which will always be satisfactory to the latter.

Many other reasons have been advanced, and these are simply some that have made an impression on the mind of the writer.

We congratulate you on your enterprise in issuing this special edition of your paper, and devoting it to the interests of the Jobbing Trade, and hope that you will receive your reward in an increased patronage.

T. James Fernley,
Sec.-Treas. National Hardware Association.

Philadelphia, April 3, 1899.

George Tritch's Golden Wedding.

An examination of the portraits of the correspondents of *Hardware*, found upon three continuous pages elsewhere in this issue, will show that of George Tritch, of the George Tritch Hardware Co., Denver, Colo., and it would be difficult for the reader to imagine that Mr. Tritch had been married a sufficient length of time to permit of his celebration of his Golden Wedding Anniversary.

On March 25, 1849, Mr. Tritch was married in Pittsburg to Miss Hammond, of that city, and the two have traveled side by side in love and companionship, for the fifty years that have been passed since that marriage day. The anniversary of that event was celebrated on March 25th at the home of Mr. and Mrs. Tritch, in Denver. The children and grandchildren gathered at the family home for fitting celebration of the day. Concerning this event the Denver *Republican* says: "To-night, covers will be laid for a family dinner, which will include all of the large number of 'kith and kin' who are now in the city. There will be present: Frank Tritch, Mrs. Elizabeth Good, Mrs. Emma Snyder, Mrs. Merritt Gano, George Tritch and Miss Jene, of the immediate family. Among the grandchildren will be the two little children of Mrs. Good, one of Mrs. Snyder, one of Mrs. Gano and three of Mrs. George Tritch, Jr. The daughter of Mrs. Mary Rogers, who was married a few years ago in Denver to Mr. Houston, of Boston, lives in that city. Several others of the large family are out of city at present, but there will be a long tableful of 'family' guests to drink a hearty and sincere toast to more 'happy days' for the couple who have spent together fifty years in 'love and sweet content.' It must have been an extremely youthful pair that stood before the minister on that March day fifty years ago, if one may judge of the appearance now, of the couple to whom congratulations have been extended again and again for the last few days."

In their card elsewhere in this issue, the Grand Rapids Refrigerator Co., Grand Rapids, Mich., who are always looking out for improvements, announce their Leonard Cleanable Refrigerators with the sub-title, "The Aluminum Lined." These refrigerators, a sample of which is shown in the advertisement referred to, are described as non-poisonous, the provision chambers being lined with aluminum. These goods are made of quarter-sawed oak, with a golden antique finish, with shelves which slide out, and are adjustable to any height. They are insulated with mineral wool, and contain all the other features whiuh have made the Leonard Cleanable Refrigerators so favorably known the world over.

Farmers object to paying from twelve to fifteen dollars for a set of wide tires, but they are satisfied to drive over the fields twice for each load of corn and keep on doing it.—*L. A. W. Bulletin.*

Digitized by Google

PRES'T BISHOP ON THE NATIONAL ASS'N.

"TIMES CHANGE AND MEN CHANGE WITH THEM."

Editor Hardware: This is essentially an age of development, of progress, which means change from conditions previously ruling, and the necessity for the adoption of new methods to meet those changed conditions. Progress is not confined alone to the arts and sciences, but to mercantile pursuits, and the merchant who would keep pace with the times must give to his business the same close attention, the same study that is given by the thorough lawyer, the eminent physician or the accomplished scientist. To be a thorough Hardwareman in these days implies much more than appears at first glance. The technical knowledge necessary increases with every year, and fortunate is he who can claim that he possesses complete knowledge of the multitude of articles which constitutes a stock to-day, and the use of each. But technical knowledge is not the only necessity. It must be accompanied by a general business training, a development of the principles of common sense, which are, after all, the foundation principles which must govern the successful business man. It is quite evident that the study of business principles and their application to practical every-day transactions cannot be facilitated in any better manner than by the constant interchange of ideas and plans on the part of individuals, and that knowledge is thus gained more rapidly than by the slow and laborious process of individual solution of each knotty problem without extraneous aid.

In recognition of this truism the National Hardware Association of the United States came into being in the year 1894, and stands to-day the peer of any organization in this country or the world. Its avowed object is the cultivation of more friendly relations between its members, who had, heretofore, been, if not actually unfriendly to, yet certainly unacquainted with each other. It has developed knowledge of the fact that no one man is the personification of all the virtues or of all the vices which we are wont to commend or condemn; that there was more than one man in the Hardware trade who had good ideas, and was willing to give to all the benefit of them. It has cultivated fraternal regard for those contending with the same difficulties, and the brotherly spirit which leads to extending the hand in sympathy and assistance rather than the selfish care for number one alone which had, heretofore, characterized the attitude of competitors.

This is but one step in the direction of its usefulness. With the fraternal spirit existent and cultivated, it has been possible to introduce and put into practice needed reforms in methods—to suggest and adopt new and improved methods for the care of daily routine—to centralize and distribute from that centre, hundreds of ideas for the advantage of its individual members, which no one of them could or would have thought out in the term of his natural life.

The National Hardware Association is composed exclusively of wholesale dealers in Hardware and metals, and comprises all houses in those trades with a few exceptions. It may safely be said that eighty-five per cent. will be found upon its lists. It conducts all of its affairs, so far as its relations to manufacturers on the one hand, and retail dealers on the other, upon the principle of the golden rule—"Do unto others as you would have them do unto you"—and to this claim many manufacturers, either singly or in associated bodies, can bear witness from actual knowledge. It has a mission to perform in both directions, and is ready and anxious to fulfill that mission.

It is the representative of the natural distributors of manufactured products, and it will endeavor to accomplish in the future a recognition of the rights and privileges of its members on the part of manufacturers with whom they deal, to define the province of each according to its ideals, and obtain the recognition of just and honorable principles for the government of all. It will endeavor to implant more firmly year by year in the minds of its members the good results to be obtained by consultation either by mail or in person; to add to the dignity of the Hardware trade as a profession, and to inculcate in the minds of those now growing up in the business, and who constitute its future



H. H BISHOP.

prominent and leading men, honorable and straightforward business practices and regard for their fellow men.

We are proud of our association, of its members, of its objects. It has friendship toward all, malice toward none. Its principles are sound. Its success assured.

Cleveland, Ohio. H. H. BISHOP.
President National Hardware Association.

The Troy Nickel Works, Albany, N. Y., have lived up to their reputation for artistic advertising material, in the publication of their recent catalogue entitled "Always Cold Alaska" This is their seventeenth annual catalogue and price list of Alaska stove trimmings and Hardware. It is unnecessary to enumerate these goods, which are known the world over, and all that need be added is the fact that any dealer in stove goods who attempts to load himself up for the coming campaign without knowing what is offered in Albany, will not live up to the full measure of his opportunities.

A. E. Hutchinson, No. 792 Broad Street, Newark, N. J., has recently published a small work entitled "How It Is Done," dovoted to the science of circular saw-filing. It furnishes illustrations of the W. & H. Circular Saw Filer, giving methods of use, etc. It also furnishes illustrations of his circular saw sets put up ready for use, and also the W. & H. Band Saw Vise. Mr. Hutchinson handles everything needed in the way of saws and mill supplies, and will be pleased to furnish informatiou to any who are interested.

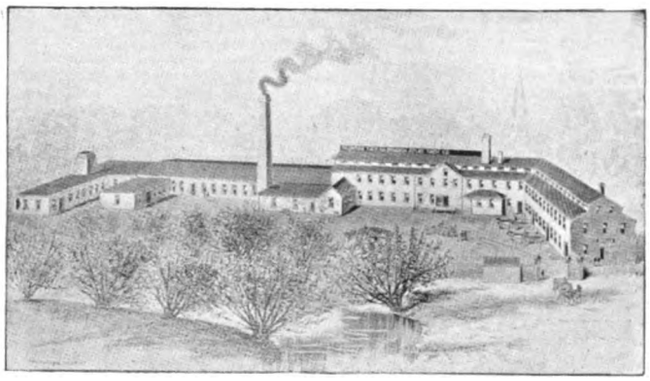
A lawn mower is an appropriate wedding gift for a man who marries a grass widow.—*Exchange.*

Digitized by Google

The Atlas Tack Co.

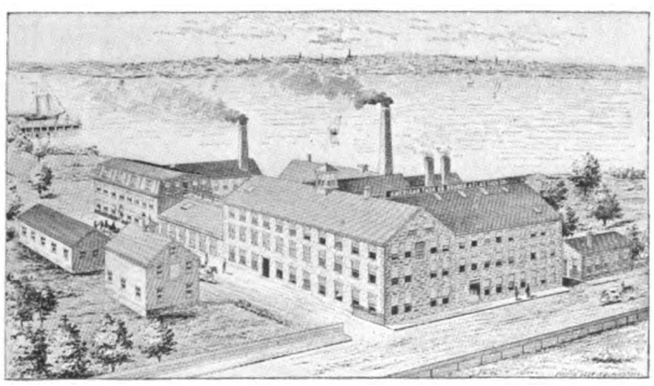
This company are operating three mills in Taunton, Mass. It would be impossible, outside of a special volume, to do anything like justice to this concern in an attempt at its descriptive history and position among the industries of the country.

It was incorporated in 1897, and was made up by a consolidation of the Albert Field Tack Co., Taunton Tack Co.,



ATLAS TACK COMPANY, TAUNTON, MILL NO 3.

Taunton; American Tack Co., Fair Haven; Dunbar, Hobart & Co ; Whitman, Loring & Parks, Plymouth, and the Old Colony Rivet Co,, Kingston. These institutions were successors to some of the oldest concerns in America. D. Hobart & Co. succeeded Dunbar, Hobart & Whidden in 1887. The latter succeeded B. Hobart & Son in 1855. The latter succeeded B. Hobart in 1848. B. Hobart was the pioneer in the tack business of America, having engaged in that business in 1810. The Albert Field Tack Co. succeeded A. Field & Sons in 1869. The latter succeeded A. Field & Co. in 1859. A. Field & Co. succeeded Albert Field & Co. in 1857. This branch of the business was begun by Albert Field in 1827. The business of the American Tack Co. was begun by Arby Field in New York City in 1830. He was succeeded in 1851 by Jude Field, who was succeeded by William S. Guerineau in 1855. The American Tack Co., of Fairhaven, succeeded to the business of William S. Guerineau in 1867. Loring & Parks began business in 1886, as successors to Samuel Loring, who founded that branch of the business in 1842. The Taunton Tack Co. was organized in 1854, and the Old Colony Rivet Co. in 1866. The above company is therefore the direct successor to the oldest and largest tack concerns in America, and is itself the



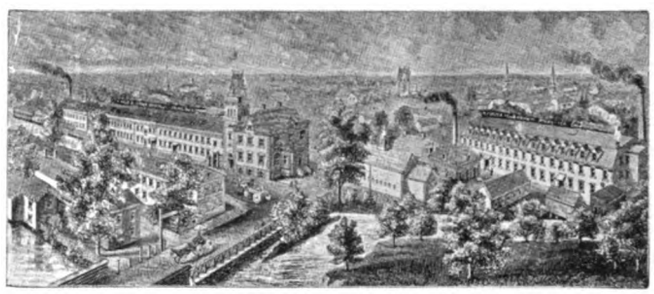
ATLAS TACK COMPANY, FAIRHAVEN, MILL NO 4.

largest tack manufacturing company in the world. It was reorganized in 1897 with a total capitalization of $1,800,000.

The word "tacks" almost invariably carries with it the impression of something small. With this impression in one's mind, it is not an easy matter to realize that the tack business is not, of necessity, a small business. The variety of tacks, nails and kindred articles manufactured by this concern is very great, and while the exact number is not known, it would probably be safe to estimate it at from 15,000 to 20,000. The list embraces every kind, style, size and descriptian of tacks. Iron, Swedes, steel, brass and zinc shoe nails in all sizes and shapes known to the trade. Steel shoe shanks, heel and toe plates, spring beds, cast head coffin tacks, lining and saddle nails, tufting buttons, glazier and veneer points, eyelets, wire nails and brads, rivets and burrs, copper belt rivets and burrs, double-pointed tacks and staples, leathered carpet tacks, etc.

In addition to the three factories in Taunton the company owns and operates a factory at Fairhaven, which originally belonged to the American Tack Co. It employs about five hundred hands, many of whom are skilled laborers. The average wages paid by the Atlas Tack Co. are considerably higher than the average wages paid in the cotton industry, and are as high—if not higher—than the wages which are paid in any other industry in New England.

L. O. Garrett, of Fairhaven, is the manager, and since he has been in charge of the business the factories have been completely overhauled. Antiquated old power plants have been taken out and a modern plant established at mill 1, from which mills 2 and 3 are electrically driven. This is the only manufacturing concern in Southeastern New England that has installed for general use an electric power plant. The mills are being lighted by electricity generated on the premises. A complete system of heating has been installed in mills 1 and 2, and will be carried to No. 3 before the cold weather sets in. The distance from the power plant where steam is generated, to the furthest point of consumption at mill 3, is 2100 feet. The work al-



ATLAS TACK COMPANY, TAUNTON, MILLS NOS, 1 & 2.

ready done in this line, has thoroughly demonstrated the feasibility of carrying steam great distances cheaply and successfully. A local telephone system has been put in, connecting the main office with the various departments in each of the several mills. Many efforts have been and are being made to modernize this property. It is now as up-to-date as an old property can well be. In fact, the management is thoroughly impressed with the idea that business can only succeed by keeping abreast with the times. It is unquestionably an advantage to inherit the good name and good will of well-known predecessors, but it is equally necessary to keep up with the times so far as machinery and methods are concerned.

We have received from the Stowell Mfg. & Foundry Co , South Milwaukee, Wis., their special catalogue of Door Hangers and Rail. These well-known articles are fully illustrated and described, and everything that is necessary for the dealer or the consumer to know regarding them is given in full. They have also issued a catalogue, showing their Door Hangers and Rail, Hot-Air Registers, Shoe Lasts and Stands, Tackle Blocks, Grey, Malleable Iron and Brass Castings, etc. These publications are both artistically finished, and the illustrations which are shown stand out clearly, so that the reader seems to see the very articles themselves before him. One page is devoted to a presentation of their great plant at South Milwaukee, and another to the portraits of their chief officers, Hon. John M. Stowell, president; George P. Jones, vice-president, and Charles E. Sammond, secretary and treasurer.

Digitized by Google

JOBBER---MANUFACTURER---RETAILER.

Shakespeare, in one of his ablest and most forceful passages, says something that indicates the necessity of a friend being acquainted with a friend's infirmities. Probably if the immortal William had extended this bit of philosophy, he would have added something in regard to a friend, and an enemy, both knowing something in regard to the infirmities, the good points, the shortcomings, and the necessities, of those with whom they were associated in any important degree—especially in connection with the transaction of the Hardware business.

It was not with the purpose of investigating either the frailties or virtues of those connected with the Hardware trade, that we arranged for the series of articles which immediately follow. It was rather for the purpose of discussing the exact relations which exist between the Manufacturer and the Jobber upon one hand, and between the Jobber and the Retailer upon the other, that we invited the gentlemen whose names are found below, to prepare the four articles which we here reproduce with great pleasure, as we are certain that they will be to the profit of the trade.

James D. Foot, of the Kearney & Foot Co., a manufacturer, has prepared one discussing the jobber from the manufacturer's standpoint; John Bindley, of the Bindley Hardware Co., Pittsburg, Pa., a jobber, has prepared one in reference to the manufacturer from the jobber's standpoint; H. P. Davidson, a retail dealer of Cleveland, Ohio, has furnished one in reference to the jobber from the retailer's standpoint; while J. H. Smith, of the Smith Bros. Hardware Co., Columbus, Ohio, a jobber, has written on the retailer from the jobber's standpoint.

Each of these gentlemen has a marked individuality, and the statements which they make, and the conclusions to which they have been led, have been evolved out of years of practical experience in the Hardware business, and we commend this symposium as one of the most interesting and valuable that has ever been prepared in connection with the Hardware trade.

JOBBER FROM MANUFACTURER'S STANDPOINT.

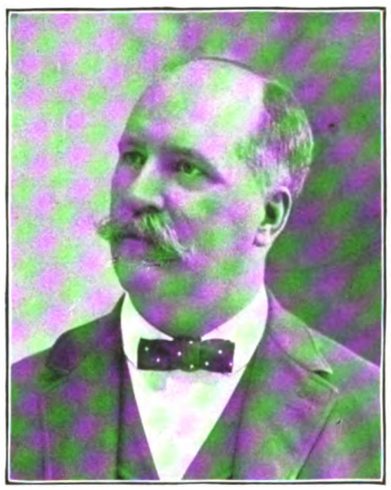
[To those who see fit to look at this article, in justice to the writer, he asks that they read it in its entirety and not in part. With this request I now proceed to lay the matter before the reader.]

Editor Hardware: In considering this subject, I wish to go back in the history of the business of this country when the jobber was the importer, existing principally in New York but a business factor of every seaboard city on the Atlantic coast. As a rule, he carried a large stock of Hardware—his customers came from three to four hundred miles inland, and with so much inconvenience to themselves that a trip to a seaboard commercial centre once or twice a year, filled all requirements. They bought largely and from few sources, and the labor of doing business made seller and buyer close friends in those days. The importer was of necessity the middle-man, and the dealer the distributor to the consumer, large and small.

As population increased and importers in proportion, competition forced the importer to see the dealer and the dealer, in turn, having more home competition, to hold his own with the importing jobber, for his larger requirements, becoming a direct importer or semi-jobber, for he took care of that trade too small to go to the large commercial ports and still continued his home business. With this general statement of the importing jobber and the inland buyer, I will now advance one step further on my argument.

With a fast developing country, towns became cities and inland commercial points were soon vying with commercial seaports for not only the business to be had around them, but these inland points began to reach towns for that business further inland until they in turn were, so to speak, inland importers and between the seaboard points and the extreme business points. Having enlarged this portion of my argument, to firmly fix it in the reader's mind, I now go on more specifically.

New York and Philadelphia in these early days were the large importing and jobber centres for Hardware—New York more especially. Follow my previous thought and where does New York stand in Hardware as a jobbing centre? As the State developed, Albany, Syracuse, Rochester, and Buffalo, with the help of river, canal and lake transportation had their own importing jobbers who, with



JAMES D. FOOT.

good credit, were soon making direct importation from the same source of supplies, (England and Germany) as did the New York merchant During this period a new element in business came in, to further complicate business methods and increase competition—it was the manufacturer, and to him a large order in the interior was just as good as one on the seaboard. By rapid strides this state of affairs progressed until in the inland cities Albany, Syracuse and Buffalo, jobbers in Hardware were on a parity with those of New York, until at the present day there is hardly a strict jobber left in New York, and a large importer of general Hardware is a rara avis. As our great West developed, Chicago and St. Louis were the outposts of business: they in turn must and have been giving way to still further western and northwestern points, such as Omaha, Kansas City, St. Paul, Duluth, etc. Chicago to-day has about one-third its former jobbers in Hardware, its trade dominated by one house unique in its way of doing business; conditions in St. Louis are the same, except that the house there in its business methods is more original and successful. In the South with Cincinnati, Louisville and New Orleans the centres for distribution, where do the two former stand to-day as centres of Hardware with their field disputed by several of the larger Southern cities?

The present manufacturer asks: Where shall I draw the line on the term "jobber," and how sharply can I define it?

Digitized by Google

The National Association of Jobbers has been of great help to the manufacturer in covering the definition of jobber. Every year sees new names added to the list, some of them buying in certain lines, more than a few of the members of long standing in the National Hardware Association.

As business centres increase in population lines are more closely drawn between the jobbers and competition increases. A retailing centre to-day may be a small jobbing centre five years from now. Say what we may, the growth and development of the country is bound to bring the retailer and average jobber nearer the same line. The jobber sees his business area curtailed from year to year; the retailer, if he has a natural growth, sees his increase to that point where he places a man or two on the road for a few months in each year.

I have now arrived at a point where it is possible to divide the jobber into two classes, giving their respective values to the manufacturer.

Those of the first class are to day on a line, one side of which is a large population, on the other a partially developed country. These the manufacturer most requires; for, while in the past they were the manufacturer's customers, they are still his customers to distribute for him his goods in every hamlet, town and small city of the partially developed country. Without him the manufacturer has no medium through which to introduce his wares without great cost to himself.

The second class is not so important as the first, but is still of help to the manufacturer. He can, in thickly populated districts, keep before the country store and the city retailer the manufacturers' goods, and every manufacturer, of course, will recognize the value of this; but he, unlike the jobber in class No. 1, has the large retailer, in a certain sense, a competitor, and the large consuming manufacturer who fails to see why his money for supplies should not go as far as another's. With class No. 2 is where the manufacturer has friction. The very competition he is meeting makes him sharp to seize every advantage, many times unfair to the manufacturer, but upon which his patronage of the manufacturer falls or stands.

I will enumerate some of the claims made by jobbers of this class which are hard to stand, and are against the interests of the manufacturer.

1st. Legitimate jobbers in the National Association will claim the right to use a syndicate buyer; by so doing he fosters and helps a small jobber to buy at his prices, and perhaps compete against himself, besides weakening the hands of the manufacturer.

2d. They will circumscribe the territory in which a manufacturer must not sell to another jobber on a promise to give the manufacturer's line special attention, and send their men out with general instructions to push A's line, but also to sell B, C and D's, if the customers prefer them, forgetting that special 5 per cent. they secured on a promise to especially push A's line.

I do not class all jobbers as such, but far too many of them. I do not blame the small jobber for using a syndicate buyer, but I do the average large jobber who throttles the manufacturer from selling the small jobber, and then in using the syndicate buyer himself makes possible the very competition he wishes to avoid by securing for the buyer of the syndicate large jobbers' prices, which, by the buyer, are shrewdly used for the benefit of the small jobber and large retailer on his list.

When prices are held back by the manufacturer from the buyer of the syndicate, even then do certain large jobbers post the buyer as to what discount certain lines should be bought at, even though they may have asked under secrecy to the manufacturer that they, as large factors entitled to special consideration, be given a little inside in view of the special push they will give this special line.

These jobbers are their own worst enemies, and those who prosper from the help of such jobbers show good judgment, inasmuch as the buyer secures a competency for his services, and the small jobber and retailer his goods at better figures than he usually obtains from the manufacturer.

I may be treating these points of vexation, to the buyer, retailer, small and large jobber, with too much frankness, but these are facts which have been in dispute for years, and properly come under my consideration in handling this subject.

Department Stores are receiving much attention from all grades of trade. The jobbers protest against the manufacturers selling them, as also do the retailers. The manufacturer dodges the issue when selling the trade, and the department stores secure any line of manufacturers' goods they desire to handle, and at jobbers' prices. How the subject is to be handled, and a solution arrived at satisfactory to all, I cannot theorize on in this article; suffice it to say, we are all in it up to our necks, and all very unhappy over it.

JOBBER AND RETAILER.

Some of the largest jobbers in the country to-day not only possess magnificent structures from which to wholesale their stock, but also a gem of a retail store in which they allure the consumer. They also put out expert salesmen on the road to visit the towns (where some other salesman from their house sells the retailer), and he visits the large consumers to not only sell him his large supplies in bulk or quantity, but, incidentally, to supply any employee with rule, jack-knife, razor, etc. This exasperates the retailer, for where is the market for his goods? What is the result? In our leading States we find the retailer combining to protect himself against such jobbers. Their first aim is to cross such jobbers off their lists; thus is the manufacturer, who supplies the jobber, robbed of his trade, and can he blame the retailer? I think not. Does the jobber pursuing this line of business realize the injustice he is doing the manufacturer, and the wrong he inflicts on his former loyal retailer, and the outcome of such methods? Unless drastic measures are taken to suppress them they will surely test the loyalty of the manufacturer, and bring the retailer and manufacturer of necessity together. I cannot believe so shrewd a body of men can follow or condone such suicidal ways of securing trade.

Let the jobbers keep to the strict line of a jobber's position; buy and handle the product of the manufacturer without the aid of any syndicate buyer; distribute his merchandise through intelligent salesmen to the retailer at a fair price, and leave the retailer an opportunity to handle and look after the wants of his consuming trade, and there will be little doubt as to the help a manufacturer can secure from such a jobber as a distributor of his wares.

I have been fair and frank in all my statements, feeling that the body of jobbers would endorse all I have said in the nature of faults to be corrected, and which those strongest and best in their ranks are trying to correct.

James D. Foot.
New York, 1899 Kearney & Foot Co.

MANUFACTURER FROM JOBBER'S STANDPOINT.

Editor Hardware: The method of marketing or distributing the products of the factory, is greatly influenced by the surrounding and existing conditions, even to a greater extent than we appreciate. Note the present manner of doing business with that of earlier days, when primitive conditions surrounded our predecessors; first the pack horse as a means of conveyance, then the Conestoga wagon, afterwards the canal boat, and then the railroad. Contrast the conditions with the methods then and now. The exigencies of the times bring about the existing circumstances. The economics of the day develop the best method of procedure. The jobber is here, and exists under

Digitized by Google

the present conditions, and here he will stay until there is found a better and more economic way of distributing the products of our workshops. Notwithstanding the prophecies of evil that are to befall him, even to the numbering of his days, we who have heard this same old story, for, lo! these many years, realize and place these evil forebodings in the same category as the idle fancies of pipe dreamers.

The permanent method of any means of distribution must have for its foundation the rock of economy, in connection with facilities of near and quick delivery. In this day the quality of the service must be continuously improving to keep pace with the growing, exacting demands brought about by the advancing enlightenment of the age in which we live. The days of electricity and telephones require immediate attention, giving a better and more satisfactory service, although at a much greater cost than under former conditions.

Should this question be propounded to the manufacturer, "Can you distribute the output of your works to the retailer direct, at less cost than the jobber can perform this same service?" the invariable answer upon the first presention of the subject would be "Yes;" the books are referred to, and the percentage of costs furnished for doing this part of the business; analysis determines that this low expense is reached because the great proportion of his business is done through the jobber, thus placing his product at a minimum cost, and practically no losses. Under the new conditions now confronting us, in which the most advanced methods are used, because they combine the most economic conditions, viz.: the manufacturer to the jobber, thence to the retailer, and this must necessitate a choice through which channel the manufacturer will market his goods, whether through the jobber or retailer, and not as heretofore, through the combination of both sources.

The manufacturer who selects the retailer, by and through whom to place the product of his factory, will find this method a greatly increased one of placing his wares. The increase of percentage will be so great that it will require an advance of prices, which means an increase of cost to the retailer, and the increase of expense in selling the goods is not the only item of additional expense. The manufacturer must, perforce, carry an extra stock; also carry the stock between seasons for the reason that the retailer will not purchase only as his wants require, and in the season, whereas the jobber orders his supplies in the dull, or between seasons, thus not only furnishing positive orders for goods, the value of which all manufacturers fully appreciate, so that the factory can be run with satisfaction, but also furnishes storage and practically capital upon which to do business. The elements of credit risks are almost eliminated, as but few jobbing Hardware houses fail, owing to the fact that they must have large capital and abundant means before entering into the jobbing business to any great extent. These are potent and important factors in this method of marketing goods.

No manufacturing concern of general Hardware can dispose of its entire output to the retail trade exclusively at anything near the same expense as the jobber. In this case all sales are limited, and when a salesman foots up his daily or weekly sales they amount to practically nothing in dollars, and the quantity of goods sold is so small that it will require an army of salesmen to secure enough orders to keep a factory running, and the expense, out of all proportion, so great that prices must advance at once. In addition, after the placing of the second order, owing to delays, extra freight expenses and over buying, the retailer gladly goes back to the natural conditions and buys from the jobber. The jobber need have no fear of the competition of the manufacturer, even to large retail trade, if he will only be true to himself and his fellow tradesmen, by refusing absolutely to trade with the manufacturer who cultivates all classes of merchants. Deal frankly. If the manufacturer wishes the retail trade through which to place his product, then allow him to use that channel exclusively; he, the jobber, buying from him who chooses the jobber as his preferred method.

No manufacturer ever attempted to sell the small retailer, but confines himself to the choice and large retailer, and always seeks the jobber in addition.

The small buyer must have the jobbing house, which assembles the great variety and immense stock for his accommodation, and one of the points our jobber of to-day loses sight of is the fact that he is an actual necessity to the small retailer, and therefore it is not necessary for him to buy his business at the price he has heretofore been paying for it. Pass the jobber out of existence, and see what



JOHN BINDLEY.

a cry would go up and out for him from the retailer as well as from the manufacturer.

JOHN BINDLEY,
Bindley Hardware Co.

Pittsburg, Pa., April, 1899.

JOBBER FROM RETAILER'S STANDPOINT.

Editor Hardware: Upon receiving your request for an article upon the subject of "The Hardware Jobber from the Retailer's Standpoint," the undersigned immediately wrote you, suggesting that others were much better fitted for that work, and requested that he be excused, but upon receiving your second request, concluded to do the best he could for you, only hoping the article would reflect some of the personal interest and good will which the writer has for the Hardware people in general—manufacturers, wholesalers and retailers.

The Hardware Jobbers are positive necessities to the Hardware trade in a great many ways, some of which are as follows:

1. By acting as distributing agents they save the manufacturers a great many expenses, such as traveling salesmen, advertising, carrying of large stocks to fill small orders, keeping of small accounts, collecting, etc., etc.

2. They carry such large and varied assortment of goods, that retailers do not have to invest so much capital as they would were there no jobbers.

3. They start many dealers, with small capital, on the road to success, by extending them credit.

4. Their proximity to retail dealers saves large freight bills, also enables said dealers to obtain goods quickly and at short notice.

5. They are very handy people to have around when we retailers want defective goods exchanged, also estimates figured on goods which we do not carry in stock.

Owing to the fact that jobbers carry the stocks for retailers to draw from, and that they buy in large quantities, sufficiently in advance of the season to enable manufacturers to gauge the market and know about what quantities to make up, the jobber should get lower prices than the re-

Digitized by Google

tailers, but this fact of their getting these lower prices, should, in the writer's opinion, compel them to remain *Jobbers Only* and not jobbing retailers.

All jobbers but one in this city run large retail departments, and send their representatives from these retail departments to all parts of the city, soliciting trade from people who should be supplied by regular retail dealers, such as small stores of other lines, factories, workmen in factories, carpenters, contractors, etc., and, because of the fact that they buy, as jobbers, in large quantities, they can afford to quote better prices than dealers who do a retail business only.

This is not a fair or just condition.

Retailers would, undoubtedly, be willing and glad to have manufacturers of Hardware sell to the jobbers at lower prices than the retailers pay, because of the many benefits which they, as retailers, derive from the jobbers, if conditions such as outlined above did not exist, but so long as they do exist the retailers have the feeling that they should be put on the ground floor, by the manufacturers, in regard to prices and to the end that they may be in a position to meet the jobbing retailer's competition.

I understand that one of the principles of the National Jobbers' Association is that there are three natural channels for merchandise: First, from manufacturer to wholesaler; second, from wholesaler to retailer; and third, from retailer to consumer. But this principle does not coincide with the actions of many members of the Jobbers' Association, in trying to be the whole thing, by acting as both wholesaler and retailer, the consequence of which is, that we retailers are driven to handling goods entirely out of our line in order to live.

Years ago there were a great many retail dealers in Cleveland who did a very extensive business in builders' Hardware, buying nails in one to three car lots; locks and knobs, three to ten cases each: sash cord by the ton; sash weights, three to ten ton lots, and other goods in proportion, but the trade were drummed so thoroughly by the retail solicitors of the jobbing houses, that these retailers were gradually frozen out af this part of their business, and, at the present time, there are, probably, not more than one or two exclusive retailers who do twenty-five per cent. of the builders' Hardware business which they formerly did.

These conditions of low prices, bad competition, etc., have been brought about, to a great extent, by the jealousies existing among the jobbers themselves, no jobber seeming to be willing that anyone else should sell goods, in consequence of which they all, often, figure goods so close that there are no profits to be derived by the jobbers themselves, much less by a small retailer.

In a conversation with a prominent jobber in regard to these conditions, the writer gave it as his opinion that a jobber should not retail a cent's worth of goods, whereupon the jobber asked who would take care of the large retail trade, such as trimming large buildings, etc., there being so few large retail stores here, and the answer returned was that large retail stores would be established just as soon as such stores were given a chance to live.

It would be an enormous sacrifice on the part of the jobbers to discontinue their retail departments, and the writer does not look for any such thing to happen, at least not soon, but it seems to him that, if the jobbers have the interests and good will towards the retail dealers at heart, to the extent which they should have, they would, at least, grant them some concessions, such as figuring a large margin of profits on estimates, withdrawing their retail solicitors who drum up trade from small stores, shops and shop workmen, etc., to the end that a small Hardware retail dealer would stand a little chance of making a living without resorting to the doubtful expedient of putting lines of goods on sale entirely foreign to the Hardware business.

You are, probably, beginning to think that this article is, like Tennyson's brook, "going on and on forever," and the jobber may accuse the writer of being a "kicker," but as you wanted my views, it was impossible to express them in a shorter way and in softer terms. All jobbers who have had dealings with the undersigned, will understand that this article is not inspired by any personal feelings or against any jobber, but is only intended to show conditions as they are.

Begging your pardon for using so much of your valuable space, I remain,

Yours respectfully,

Cleveland, Ohio, April, 1899. H. P. DAVIDSON.

RETAILER FROM JOBBER'S STANDPOINT.

Editor Hardware: Having been requested by you to write a letter on this subject, I undertake it with a feeling of distrust as to my ability to do it justice. It is a subject viewed from two standpoints, one the "Jobber's," the other the "Retailer's." I cannot believe there is room for any great difference in the two views. As I understand it, the chief aim of the retailer is to get his goods laid down at his place of business at the lowest cost. Now the point in question is: In what way can this be done? If retailers bought in large enough quantities to justify manufacturers in employing salesmen to visit them and show their wares, and the shipments were large enough to secure a low freight rate, I would say the jobber had no place; but we all know that in but very few instances is this the case. Farmers have tried to shut out the retailer by organizing granges and it has not been a success. Why not? I think it is not hard to answer. It was for the simple but forcible reason that they could buy from their home retailer for less money, and get what they wanted, and as much as they needed, and when they needed it. The same conditions confronted them that confronts the majority of retailers, namely: their wants are too diversified. A farmer needs farm implements, small farming tools, miscellaneous Hardware, groceries, tobacco, clothing, dry goods, shoes, drugs and many other articles, but he does not need a dozen forks or a barrel of sugar, or a caddy of tobacco or a pound of physic; but he may need some of every one of these articles every week. So it is with a retail Hardware dealer. He needs forks and hoes, strap hinges, bolts and screws, shovels and spades, files, jackknives, white lead, brushes, curry combs, rope, step ladders, horse yokes, glass, putty, hasps and staples, lanterns, hatchets, auger bits, nails, horse shoes, tacks, etc., etc. I might continue the list almost indefinitely, and not name any two articles made by any one manufacturer.

How can the retailer get his weekly or monthly wants at the lowest cost? If he orders from the manufacturer, he must order axes from one, strap hinges from another, files from another, and auger bits from another, and so on clear through the list, and he would be obliged to make out a dozen or possibly two dozen orders to get what he needed. Then the freight alone on some goods would be a profit. He has a dozen bills to enter up and pay, which means work. Manufacturers cannot afford to make small shipments at the same price they can large ones. If they had to fill these small orders in broken cases, it would require a much larger force to do their work. It would take more order clerks, more packers, and more book-keepers; and as such help costs money it would have to be included in their cost and added to the selling price. Here is where the jobber is a great convenience. Some pleasant drummer drops in almost every day and inquires as to the dealer's wants. The dealer gets out his want book and says, "Well I have a few wants to-day," and begins to inquire the price of anything on his list from a harness needle to a cutting box; and Mr. Drummer invariably can answer promptly, giving the price, size, weight, and which is the best seller and oftentimes gives valuable information. The dealer

Digitized by Google

orders what his trade requires, 1-12 dozen or a gross, a pound or a ton; and by the time he is through he has ordered perhaps $100 worth of goods. He will get all in one shipment, one invoice, one freight bill; and that perhaps not fifty cents, and he has bought his goods for less than the manufacturer could have sold them for.

Expense is the big bug-bear in any business and is the greatest part of the cost of marketing goods. The jobber represents a thousand—yes several thousand—articles with one salesman, one salary and one traveling man's expense. For the manufacturers to represent the same number of articles it would require many salesmen, whose expenses would be more than the jobber's profit.

To illustrate, I will give the statement of a retailer who travels two months of the year. The article he sells is bulky and light but runs into money fast, a carload costing about $1200. The jobber markets these goods at ten per cent. and he knew the manufacturer paid a man who visited the retail trade twenty per cent. for selling the goods. The man who sells the jobbing trade makes but four towns in Ohio, would not sell less than a car load to any of his customers, while the other man would sell only 1-2 dozen, or a dozen. The man who visits the jobbing trade can make the four cities in a week and place his goods with dealers who visit every town in the State. While they sell the one article on a small margin it is only one of many. Then the saving in freight is at least five per cent. and the retailer gets the benefit of that saving through the jobber. It costs the jobber nothing extra to sell the article as all the salesman has to carry is illustrations. The jobber does not have to depend on any one or even a dozen articles for his profit and expenses, but the manufacturer who markets his goods direct to the retailer has to make his own line cover the total expense. Suppose a manufacturer of shovels would send a man out to sell shovels to the retail trade and the salesman would sell on an average 30 dozen a day, which would be a fair average, 180 dozen per week; how much profit per dozen must he make to cover expenses? If he is a good man his salary would be from $100 to $125 per month, his railroad fare and hotel bills would be at least $125 a month more. I am confident that $250 a month is not an over estimate, but less than it would cost to keep a good man on the road. On this basis the expense alone on each dozen shovels would be about 35 cents a dozen. Any good retailer knows that he can buy shovels at 25 cents per dozen more than the jobber's cost, or 10 cents a dozen less than the expense to the manufacturer to sell them; and the retailer buys them from a nearby jobber with a freight rate of from 7 to 15 cents per 100 pounds. I heard a retailer suggest the plan of retailers joining together and employing a broker to buy for them and cut the jobber off. Now how would that remedy matters? It would be patronizing a man who carried no stock and had nothing at stake but his commission or salary (jobber's profit) in preference to the jobber who carries the stock and is always willing to make any defects good; and if you get goods that are not suitable to your trade the jobber will exchange. In fact the jobber does with the retailer the same as the retailer does with his customers. If a broker bought goods for a number of dealers it would be necessary for all to handle the same grade of goods, for if they did not the broker would not be able to buy in larger than retail quantities and could not get the quantity prices; we all know that some dealers want Black Diamond files, and others Nicholson, and others Disston, and so on. This will hold good on all other lines. How would a broker ship? He would have to ship each order separately and the freight would be too high. If two or three dealers in the same town would combine their orders on the same lines they might save something on freight. But it will be necessary to have a few love feasts in most cities and towns before that will occur. As a general thing competitors prefer different lines and I think it advisable on special goods at least. One broker would not do. It would be necessary to have a buyer in every manufacturing and jobbing center, for it must not be forgotten that a great many manufacturers are also jobbers. The truth is the broker scheme would simply be an unnecessary expense, as it does not get away from the trouble of not being able to get more than one line from one factory. Hence the retailer would save the broker's salary by being his own buyer. Another great saving to the retailer by buying from jobbers is in not having to carry a large stock. A retailer a short time ago said he did business on the jobber's capital. In other words, by buying from the jobber in small quantities he could turn his invested capital from six to seven times a year. It is possible for a retailer with an investment of $5000 to sell twenty or even thirty thousand dollars worth of goods in a year. If he bought in large quantities he would get a good part of his capital tied up in unsalable goods or goods that did not sell readily; with the result that he would not have money to buy such goods as do sell readily. In Ohio at least any retail dealer can get goods within twenty-four hours after ordering.

I know of instances where orders have been telephoned to be sent by express, and the customer twenty-five miles away would have the goods on his counter inside of an hour and a half. If jobbers are to be used only for emergency orders they would have to go out of business. And there will always be emergency orders. Some one must be able to fill such orders, and that person is the jobber. I know a retailer who would not carry binder twine for one season in order to let the farmers in his territory know what a necessity he was. The farmers bought their twine through the grange. As the crop was large they did not have enough twine, and went to him to get enough to finish their harvest. He said: "I don't carry binder twine. As you bought through the grange I did not think it necessary." The farmer said: "What are we to do? We are out of twine, and must have a few balls." The merchant said: "I am sorry (he wasn't) I can't help you out." The result was they had to drive nearly fourteen miles to get a few balls of twine. The next year they promised him their trade on binder twine.

In conversation with the representative of one of the largest manufacturers of guns in England, he said that his selling price was based on 2 per cent. for salary and expense, and that it was a profitable line for him. He had several bona-fide orders for one thousand guns and one for three thousand. He only makes one trip a year on guns. You can readily see that his 2 per cent. is not a bad thing. If he sold the guns in small quantities he could only make a small part of the territory, and would be lucky if he sold as many guns to all the retail trade he would have time to visit as he does to some one large jobber.

A large retailer in Columbus said, when he first read the Spalding announcement, he was more pleased to know that he would be able to buy their goods direct from them, but after looking at the matter from a practical and convenient standpoint he had completely changed his opinion. His reason for so doing was on account of the inconvenience in assorting up his stock. Heretofore he bought his goods from the party with the right price, and, if he got out of a certain kind of a base ball or other article, he sent down town and bought just what he wanted. Now, if he only wants a half-dozen balls or one catcher's glove, or any little thing in Spalding's line, he must make out an order and send to Chicago, and have it sent by express or mail, which will in some cases be more than the cost of the goods. He also said that it was hard to tell what would sell in the sporting line from one season to another, and he would no doubt get an overstock on some goods and not enough of others. He said, after taking these drawbacks into consid-

Digitized by Google

eration, it was a bad thing for the retailer, and he hoped it would be of short duration. I do not believe there are many retailers who want to see the jobber out of the deal, and I am sure the majority of retailers class the jobber among their most profitable friends.

The trade of the world is a net work of detail and must be classified to be handled economically. The manufacturer makes the goods and sells them in large quantities on a very small margin of profit to large distributors in large trade centres. The jobber gathers together under one roof goods practically from every civilized country in the world. The retailer has this complete assortment to draw from in such quantities as he needs and such goods as are adapted to his customers' wants, and the retailer's customers have a well-assorted stock of such goods as they require to supply their wants. I cannot conceive of any more satisfactory, economical or convenient way of distributing goods. If any one can show a better way of marketing goods than is now in vogue I would be glad to know it. The consumer cannot get along without the retailer any better than the retailer can get along without the jobber.

J. H. Smith,
Columbus, O., April, 1899. Smith Bros. Hardware Co.

Net Prices in the Jobbing Business

Editor Hardware: One generation passes away, and with it disappears many of its time-honored methods and customs. The young men of to-day will be the old men of to-morrow, and when they give place to the succeeding generation, they will, no doubt, shrug their shoulders, just as their fathers are doing now, at the innovations brought forth by the rising generation.

Each generation feels that the "boys" will not be able to carry on successfully the large interests which will descend to them, and so hold on, as long as they can themselves, forgetting that with the business, the sons may also inherit the father's shrewd business ability.

The world moves and business conditions greatly change. If the young blood brings with it a thorough knowledge of the times, and an insight that enables it to grasp the needs of the times, then the future is assured. A few years of success, and the elderly doubters are heard to remark, "The business still moves on, after all," and it is then that they begin to realize how a man's work lives after him. The undertakings to which they have given many years of study and the best part of their lives, will continue to "move on," because of the momentum which their own thrift and energy has given the business. They should be thankful that the success of any business does not hinge upon the life or death of any one man; that there is a higher power that controls not only the destinies of men, but the success of any business.

It is not hard to understand why the older business men shake their heads doubtfully, as they see the lists and discounts of yesterday give place to the net prices of to-day.

At the present time there are more goods sold at net prices than ever before in the history of the Hardware business, and this tendency is increasing year by year.

In the hurry and rush incident to the retail and jobbing business of to-day, net prices are a necessity.

Both retailer and jobber know what they can get for certain goods, and want to know from the seller, not the list and discount price, but just what the goods will net them on board the cars in the seller's city.

Often do we hear the retailer say to the salesman, "Life is too short to figure out that long discount. What will that size cost me net?" Another common expression heard by the traveling salesman from the retailer when he quotes him a discount selling price, is: "Oh, pshaw, what does that make it net?" and it is becoming a habit with the jobber's buyer to say, "Let us see, what does that make it net?"

The successful salesman must be in a position where he can quote both list and discount, or a net price, as the buyer desires, but he will find the average jobber demanding net prices of the manufacturer and the retailer in turn, wanting his quotations equally simple, thus proving the assertion that net prices are the up-to-date basis for merchandising and are used because of the demand for them.

These assertions particularly apply to certain lines of goods which, in late years, were sold by manufacturers to jobbers, and, in turn, to retailers at list and discount, and are now sold almost entirely at net prices.

To this class belong lines made up of the great varieties of patterns and sizes; articles where a new manufacturer has come into the field making only the staple sizes, which necessitated the older maker selling part of the lines at one discount, and part at another; articles made of raw material in which the price is constantly fluctuating, and those in which the raw material makes up a large percentage of the goods, the cost of labor to produce them being only nominal. It is not necessary to enumerate these goods, as they will readily occur to the mind of the reader.

It is very apparent to anyone in touch with the Hardware business that net prices are rapidly displacing list and discount, and it is but a question of time when increasing competition will force manufacturers and jobbers alike, to do business on such a slender margin that the broad and generous all-round discount from list, used so largely by our forefathers in amassing their fortunes, will be a thing of the past.

Business will be done on such a slender margin that a few odd cents per dozen on a certain size, owing to the increasing quantities sold, will mark the difference between a reasonable profit and a losing business.

Charles W. Emery,
Indianapolis, Ind. Van Camp Hardware & Iron Co.

Wants a Receiver Appointed.

The following information in regard to a concern in Philadelphia is from a recent issue of the *Record* of that city: Application was made on Tuesday last to Vice-Chancellor Reed, at Trenton, for the appointment of a receiver for the Pancoast Ventilator Co., in behalf of judgment creditors, who have been unable to secure payment of the debts due them from the company. This company was organized three or four years ago, under a New Jersey charter, for the purpose of manufacturing and selling patent ventilators. It has a nominal office in Camden, and its principal office is in the Bourse Building, Philadelphia. Joseph C. Henvis is its president and manager. Pending the result of a hearing, the company was restrained by the court from contracting any debts and collecting or receiving any money due it, or from paying out any money or selling or assigning any of its property.

Wise Sayings.

Cold coffee is apt to make the boarders hot.

The smaller a man's mind is the less he seems to know it.

For a merciless critic commend us to the unsuccessful author.

The man who is in love with himself has no fear of being jilted.

The rooster is a tidy bird. He invariably carries a comb with him.

Men sometimes worship women because they are unable to understand them.

Culture doesn't always make a gentleman. Some very large beets are cultured.

The water shark bites a man's leg off, but the land shark merely pulls it.—*Exchange.*

Hardware costs but One Dollar per year.

Digitized by Google

VIEWS OF A MAN IN THE CORNER.

Editor Hardware: How does the Hardware Jobber's future look to a Man in a Corner?

"It takes a fool or a philosopher to build a fire," my mother was wont to say. "A fool will succeed by accident, a philosopher by reason." And the same rule will apply with equal felicity to the making of prophecy. A fool may, through sheer impudence of invention, achieve a triumph equal to that of the philosopher who carefully balances factors and tendencies, and arrives at his conclusions by logical processes. Whatever the result, both sage and simpleton find here a common meeting ground, for the wiseacre who is so incautious as to risk his reputation by speaking confidently of a future yet unborn, basing his conclusions upon the unknown or dimly perceived influences of the present, shows somewhat of folly, while the fool must mask his utterances in the language of the wise in order to obtain for them credence. Whether the following be foolish philosophy or philosophic folly, the reader must judge for himself, and his decision will doubtless be correct, whichever way it goes. He who forecasts the future is playing with loaded dice, anyway.

If I seem too didactic or positive in my statements, it is not that I am unduly certain of their correctness, but that it is too much trouble to continually hedge against error by carrying through the argument a burden of "ifs" and "may bes." So here's to it!

THE PROPHECY.

The immediate future of the wholesale Hardware business is going to witness a revolution in methods that will be to the betterment of the trade. It will result in the bulk of the business being done by a few very large corporations, who will give to the retail dealers an excellence of service that will make it to their loss to buy outside the established channels, and they will handle the product of the factories in so satisfactory a manner that the manufacturers will be well content to confine their sales to the wholesale houses. The process of rehabilitation will force many of the weaker and smaller houses out of business, and others with large and prosperous retail stores, whose profits will balance the losses of the wholesale departments, will conduct a losing fight for existence. But the few who thrive and succeed will be mighty in their day and generation, and will be long known of men for their power and enterprise.

BETTER SERVICE.

It is not to be expected that the Hardware jobbing business can be held aloof from the influences that are overturning and transforming trade in other branches. It is not to be believed that while the manufacturers are straining every nerve to increase their facilities and lessen their costs, and while the retailers are clamoring for cheaper goods with which to hold their own against each other and the department stores, that the jobber can pursue his peaceful way unmoved. If nothing else would cause him to seek out new and better ways, the constant increase in competition would alone work most effectively to that end.

The jobber must grow or decline. There is for him no such thing as merely holding his own. He must give better service than his competitors in the surrounding cities or find his territory bounded by the nearest jobbing points. He cannot expect to overcome the influences that are tending to localize the wholesale trade without having something to offer superior to anything that can be given to the nearest big retailer ambitious enough to send out a man to get orders from the smaller dealers. He cannot expect that they will buy from him in preference to houses nearer home without some inducement to do so. As the boundaries of his territory expand, and as he sends his men farther and farther afield and into cities of larger population and greater influence, he must increase his ability to serve the interests of his clients so as to give them some advantage to compensate for the longer time required to get goods and the other inconveniences entailed by the greater distance—a larger assortment from which to choose, better brands, lower prices, quicker shipments with each order complete, a financial method that will secure payment without antagonizing delinquents, and a feeling of personal friendship assiduously cultivated, that shall turn the trembling balance of the dealer's favor in his direction when other things are even.

The growth of the country presses upon the jobber opportunities which he must improve. Freight in Boston is only sixty hours from Chicago. The long distance records in all branches of transportation are constantly being broken, and under the continual pressure of various commercial bodies and the weight of competition local freight service shows never ceasing improvement. The extension of the telephone and telegraph service, the upspringing of a network of electric suburban lines with package deliveries, the improvement of the water ways, the rapid and continual growth of the great railroad systems—all make their demands upon the jobber which he must meet or see his competitors outstrip him and find himself numbered with those who are on the decline. Since the delay in receipt of goods cannot well be charged to the carrier, it is incumbent upon him to get the goods out of the house with all diligence to escape condemnation by his customers. The big jobber of the future will keep his stock replete, and his system for caring for orders will be such that no freight order is unfilled for more than twenty-four hours, while the mail and express orders will be shipped by the first train after receipt of the requisitions. He will not count as needless expenditure any outlay for hire of men, cost of equipment or investment in complete stocks, which shall contribute to the speedy and satisfactory filling of orders.

DIRECT SHIPMENTS.

He will need more money to carry on a business of the same magnitude than is now required. There are many goods now shipped direct which he will take into his warerooms and ship from stock. He will be forced to do this, partly by the need to make quicker time in delivery, and partly to get the bottom prices on lines where the manufacturers regulate the price by the size of the shipment. Wire, nails and gas pipe must now be bought in carload lots to insure the jobber even a trifling profit, and tin plate cannot be bought from a mill except in carloads. As manufacturers of other lines of goods gain strength for united action by combinations and consolidations, it is only to be expected that quantity restrictions will be imposed that will make it necessary for the jobber to carry his own stocks and keep his business upon a purely wholesale rather than a brokerage basis. It is to be hoped that the influence of the jobbers will be powerful enough to induce such manufacturers to leave a margin between bulk shipments and retail lots that will afford a decent profit for the handling. The chance for such an improvement will be greatly increased with the thinning of the ranks of the jobbers, and the placing of the business in the hands of a few

Digitized by Google

long-headed, keen-sighted men who can be trusted to maintain any price limits set by the manufacturers.

THE SMALLER HOUSES.

I have said that the smaller houses will be forced to the wall. I should perhaps have stated that they will be outstripped, for the coming jobber will not go out of his way to injure them. He will simply improve his methods and enlarge his scope until the smaller houses will be so far outclassed that they will have to step aside. There will be no room for them in a business conducted on so great a scale and so largely upon a quantity basis. With them will go many of the reprehensible and embarrassing features that now afflict the trade—the quoting of prices below cost on single items in the hope of recouping on others; of quoting simply for effect after the orders have been given to competitors, and other irregularities which usually result from shifts by smaller houses to lessen the influence of their larger competitors. Then, too, will come an end to the indiscriminate return of goods by retailers and the other profit-destroying practices in which many of them are now wont to indulge.

THE LARGER HOUSES.

The coming jobber will take for his watchword "System!" and his establishment will be as a vessel stripped for a fight, with no superfluities, no idlers, no operations done by three motions that can possibly be done by one—a vast commercial engine with brain for its motive power. His work will be a constant struggle for improvement—a lopping away of everything that is unprofitable, whether it be lines of goods, methods of work, or men who have seen their best days. There will be no room for either tradition or sentiment in his business. He will demand the best work of men at the time when they can accomplish the most, and the survival of the fittest will prevail in his establishment as completely as in his relations with his competitors. His greatest fear will be that somehow or somewhere he has fallen short of what he might have achieved, and in his superior ability to cater to the wants of the dealers will he find his triumph. He will deal in superlatives only.

ONE READS OCCASIONALLY

that the jobber's power is waning. At one time the syndicate buyer was to wipe him utterly off the earth; at another the manufacturer would deal direct with the retailer and ignore him; again, the manufacturers' sales agents in the various centres of trade were to take away his customers; and again the catalogue houses and mail-order concerns were to knock everything galley-west. But despite all influences that would work him harm the jobber has grown and thriven, and there is no prospect, so far as I can see, that he will be superseded or will occupy a less important place in trade economy. Quite recently utterances by retail dealers in the various conventions have demonstrated the high estimation in which the jobber per se is held by the men whom he serves, and that he is considered by the persons most interested to be an indispensable part of the present commercial scheme. So long as he is of use he will thrive. When the need for his existence is over he will be no more. That that day will come does not now seem possible.

SOLELY RESPONSIBLE.

Now, these are simply my own ideas upon the subject, without suggestion, approval or criticism by anyone. I might have indulged in glittering generalities and predicted a rosy-hued era of prosperity for every jobber along present lines, but I prefer to state the question plainly and frankly as it appears to me, and the reader can accept or reject such portions of the argument as it suits him to do.

April 1, 1899. J. B. Comstock.

[Mr. Comstock is the author of the "Letters from a Corner Desk," published now and then in *Hardware*, which accounts for the above caption.—*Ed. Hardware.*]

Distribution of the Product.

Editor Hardware: The method of the distribution of the product of the manufacturer differs with the environment.

In a market like England—compact population and abundant railroad facilities, the jobber is almost unknown.

In a newly settled country with a broad expanse of territory and limited railroad facilities, the jobber is a necessity. The latter conditions have heretofore prevailed in this country, and here we have had the jobber, the wholesale dealer and the retailer or distributor with a fairly good profit to each Under these conditions there are, of course, four profits: First, the manufacturer; second, the jobber; third, the wholesaler; and fourth, the retailer. Now, each and every one of these factors in the distribution of goods has its work to do, and consequently is entitled to fair recompense in the share of profits. The manufacturer has in his line all that he can properly attend to in the varied duties and qualifications required to successfully produce the goods. This is simply on the principle that as in medicine, a specialist who focuses his mind on the eye, for instance, must be more scientific and intelligent in his treatment of that organ than the family doctor who treats all diseases that the flesh is heir to. The manufacturer, therefore, would naturally prefer to dispose of his product to a few large jobbing houses. Now, the jobbers are in the same relative condition as to the wholesale trade, and prefer not to go to the dealers, and so on. The present system would, therefore, naturally go on by mutual consent for some time to come, were it not that a disturbing influence comes in to break up this harmony of action. This disturber of the peace is no other than Mr. Competitor, who was once considered the life of trade, but whose downfall is now attempted by the many consolidations that are taking place. Competition has forced manufacturers to reduce their prices so as to secure to them a very narrow profit. Competition has forced even the retailers in some cases to pass by the middlemen entirely and endeavor to purchase direct of the manufacturer. The department store illustrates the situation. They purchase direct of the manufacturer. With their large orders and spot cash, it is no wonder that the manufacturer gives them at least as good, if not better terms, than he does to the large jobber. This also illustrates the statement made at the beginning of this article, that the more condensed the population, the more the tendency to do away with the middlemen. In large cities like New York, Philadelphia or Boston, the department store distributes the goods direct to the consumer, while in the far West, with scanty population and limited means of conveyance, the consumer has four profits between him and the manufacturer.

This evidently shows that as the country grows and means of transportation are extended, that the middlemen, one after another, must go in their natural order, the first being the jobber. D. O. W. N. East.

Officers' Quarters and Barracks, Cuba.

Merchant & Co., Incorporated, Philadelphia, New York and Chicago, have recently received an order from the War Department for 786 of their Galvanized "Star" Ventilators, for use on the officers' quarters and barracks to be erected at Havana and Matanzas, Cuba. There will be 587 "Star" Ventilators, 24 inches diameter, and 199 14 inches diameter. Great promptness is necessary in the delivery of these "Star" Ventilators, which the exceptional facilities of Merchant & Co. will enable them to accomplish. Some idea of the size of the order can be had when it is stated that if these Ventilators were placed in a line with their edges touching, they would cover a distance of nearly half a mile. Within the last few months Merchant & Co. have also supplied 500 18-inch Ventilators for the new Government hospitals at Fortress Monroe and Savannah.

Digitized by Google

Inroads of the Department Stores.

Editor Hardware: Retail Hardware dealers in the large cities of our country have keenly felt the inroads made in their business by the department stores. We hope it will be less apparent with the advent of more prosperous times, and a desire on the part of the buying public for a better grade of goods.

Possibly the retail dealer has himself to blame for the loss of that portion of his trade that has gone to the department stores, for he must confess that they carry larger stocks which are well displayed with prices marked in plain figures. He will find on examination that he can meet nearly all their prices at a profit to himself, except at such times as when they make a leader of goods at or below their cost.

They advertise freely in the daily papers, and we regret to say very few retail Hardware dealers do. It would be well for him to emulate their example, especially in this respect; in fact, he must revise many of his methods of doing business, divide his store into departments, carry in stock more of the goods that are selling daily.

He must make his window displays more attractive, and should mark the price on each article displayed. He had better show only one line of goods in his window at a time and this should be changed frequently.

The store should be kept clean and well lighted. Old samples should be replaced by new ones. Novelties and new goods should be displayed where they can be readily seen.

In the individual store, the proprietor has the advantage of coming in contact with his regular customers, and his expenses for doing business should be of a less percentage than the department store. If his capital will not admit of his dealing in a number of lines, he had better confine himself to one line and have his store known for keeping the best of everything in that particular line.

We regret the growing tendency of manufacturers of building Hardware to sell direct to the builders and owner, to ignore the Hardware dealer who has for years carried his stock and who is his customer all the year round.

ALFRED P. SHANNON,
Philadelphia, Pa. J. B. Shannon & Sons.

Ethics of the Hardware Business.

Editor Hardware: Cruelty to an enemy, an eye for an eye, was inculcated by mediæval theology, and competition in business was based on this principle. Ruin to a competitor was legitimate method to success, but moral sentiment has modified theology and given a better definition of manliness.

Business organizations are beginning to grapple with greed in business methods; right is not measured by might as fully as it once was. Individuals are more amenable to the influence of the moral sense than corporations are, who are said to have no souls, so that the craze for combinations may hinder the process of eliminating the cruelty of competition. Nevertheless, the change towards improvement has been manifest.

Trade organizations have been potent influences in creating respect and friendship among competitors. Friendship has taken the place of enmity and frankness the place of duplicity. This has been an immense gain.

One of the strongest evidences of the fraternal spirit is that the wealthy houses heartily co-operate with others of more moderate means in an attempt to help all. The kindly spirit shown towards manufacturers is another evidence.

The National Hardware Association has never been actuated by the greed of selfishness—its entire purpose has been to provide honorable, business-like methods, beneficial alike to those who sell them, and to those who purchase from them. Improved business methods that a few only of the houses were using, have been freely given to all and adopted by the members.

Ethics in business has from the beginning, and is, the foremost theme of discussion. The change in feeling could not be believed by those who have not been a part of it.

The strong houses have shown a desire to help the smaller ones, in a way that puts to shame the arrogance, egotism or selfishness that has prevented a few houses from joining the association.

Hardwaremen are among the very best of the mercantile class—honorable, intelligent and wideawake, and they are pushing the ethical standard to the front. There has been a great change for the better in the past twenty-five years. The increased feeling of brotherhood has greatly modified the meanness of competition. No one now assumes to have the exclusive right or the exclusive ability or capital to do business. The spirit of manliness is increasing, and nowhere is it more manifest than in the National Hardware Association. This increasing sentiment will affect the large combinations who care for the co-operation of the best business houses.

The Hardware jobber is sometimes accused of being tricky, but such charges usually characterize the one who makes them.

Unjust accusations may suggest revenge, but its usual effect is to create a feeling of indignation. If integrity does not exist, it must be simulated to secure success. The very first requisite is honor for a successful merchant, and the young man in training for a business life is very sure to imbibe it. It is almost an axiom that the higher you go in business, the sense of honor increases. Dickering and misrepresentation are entirely foreign to the higher business life.

The mere morality sometimes denounced from the pulpit is the fundamental principle of greatness in business.

Peculiar circumstances may put an unworthy man at the head of large business, but this is exceptional and usually ends in disaster. The safety of the State and nation rests in the integrity of its citizens, and the business men stand second to no class in making and sustaining this foundation.

C. B. LOCKWOOD,
Cleveland, Ohio. Lockwood-Taylor Hardware Co.

The Packing and Cartage Question.

Editor Hardware: The anniversary number of *Hardware* is expected to have the very best efforts of its contributors. The editor desiring to make this literary structure symmetrical, elegant and imposing as the material he has to do with will justify, has selected the subject for each writer, so that the articles written will be best adapted to he positions assigned in this literary edifice. In operative buildings, unattractive materials are used for the foundation, and though unsightly, they are necessary, and any way they are soon to be hidden from view by the superstructure which will be composed of elegant material, richly carved, finely polished and handsomely gilded. Packing goods is one of the first "rudiments" taught the beginner in stores; always the hardest work and the least appreciated; this is true, for I have had it to do. In *Hardware's* literary building I have been assigned the position of packer and drayman.

The importance of skillfully packing and carefully hauling goods from the stores to transportation depots is admitted by all good merchants. That it is a large item of expense, there is no doubt. That this expense should in some way be paid by the buyer who alone is benefited, there is no dispute. We complain of our excessive expense accounts, and yet here is one of the largest items we have to pay, an item that probably amounts to as much or more than the rents of our stores and warehouses.

Digitized by Google

What, then, is the best and most equable method of getting returns for this enormous expense? Until recently, since the beginning of commercial time, the cost of packing and carting has been regularly charged and entered on invoices. These charges have been honored and paid. The courts have recognized them as legitimate. In short, they were just. Suddenly and unexpectedly to the trade, some of the Hardware jobbers, with a flourish that savored of a desire for free advertising, rushed into print with the announcement that thereafter there would be no charge for packing or carting, and intimated that it would be given absolutely free to patrons. A most generous gift, indeed, or an admission that profits had previously been exorbitant. Many Hardware houses who had been content with smaller profits regarded the change as a temporary cut in prices and met it accordingly. The blunders of the past cannot be recalled; what the future will develop cannot be foretold. The present conditions alone are to be considered. The annual dividends are certainly less as the result of the new method. Any attempt to get pay for this item by surreptitiously adding to the selling prices would prove futile and be regarded as unfair, unmerchantable, if not dishonest.

To absorb it in the general expense account and trust to obtaining a greater profit on sales, would be prevented by competition and the intelligence of buyers. Even if accomplished in this way, it would be unjust, as the percentage of the cost would vary so much on different articles. The departure was a mistake. It has proven unpopular. Many who impulsively adopted or followed the change, regret it. No one has been benefited Larger direct shipments with less net profits have resulted. Dealers have more frequently over-bought; tardy collections and occasional failures have ensued. The retail dealers did not ask for its discontinuance, and now would rather see it restored, that they may know just how much they are paying for this item, and what the comparative charges are of the different jobbers from whom they buy. They do not want or appreciate a present of a dray ticket or packing box. It would, therefore, seem that the best way to get returns for the large amount of money invested in boxing and carting would be to return to the custom of our fathers of openly and honestly making a direct charge on each in voice for the cost of same. We pay for packing and carting all through life, and the first bill that will be presented to our executors after we cease to live will be for case and cartage.

J. R. Nutting,
Sickels, Preston & Nutting Co.

Davenport, Iowa.

In Honor of Peter McCartee.

As was mentioned in the recent issue of *Hardware*, the board of governors of the Hardware Club of New York some evenings since presented to the retiring president, Peter McCartee, a handsome testimonial of their love for him, and their appreciation of his long and faithful services as president of that great organization. Owing to a lack of space, we were unable to reproduce the presentation speech made on that occasion by Alfred D Clinch, and are pleased therefore to lay it in full before the readers of *Hardware* to-day, as follows:

Mr. McCartee: It was my privilege a few weeks since to visit the neighboring City of Brotherly Love, and attend a banquet given in honor of the ex-president of the National Hardware Association by the manufacturers and Hardware jobbers of Philadelphia. It was an inspiration to listen to the words of praise of his business integrity, and the esteem in which he is held by his competitors in his own line and business associates of other trades. To-night we are gathered for a like purpose—to honor one who is loved by all who know him. When I entered on my business career I learned the name of Peter McCartee. Later I learned by observation, who possessed the name; later still by personal contact in business, but not until I learned to know him by the closer ties of friendship was unfolded to me the inner self which has grown into one of the pleasantest relations among my many genial business associates. During all this time there has been no doubt of his word, and his career has been one to stimulate me in the conviction that honesty in life brings its own reward. We to-night are gathered because of our interest in him who lays down the gavel as president of the Hardware Club, and we all appreciate that in taking it up his successor has been made to assume a heavy task because of the dignity and social qualities his predecessor possessed. But I must stop, for each one present has in his heart words to which he wants to give utterance; but before I close let me say that to me has fallen the most happy duty of presenting to you on behalf of my associate governors this testimonial of their love for you; and may I say in your presence that mizpah to which you have so often listened: "The Lord watch between me and thee, when we are absent one from another." And now, as I extend to you my hand as a token of my friendship for you, let each one here gathered have the opportunity to do likewise as you circle this board around which we are gathered.

The Correspondents of "Hardware."

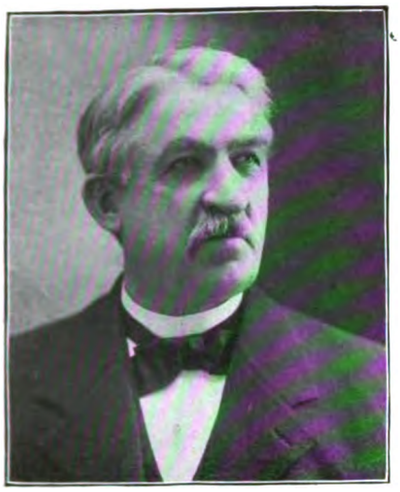
On the page fronting this, and on the two succeeding pages, will be found the portraits of twenty-four gentlemen who constitute the regular staff of correspondents of *Hardware*. The student of physiognomy can judge something of the intellectual and moral fibre of the gentlemen who send news to *Hardware* twice each month, from all sections of this country, by a study of these faces We do not wish to serve in any way in the role of a flatterer, but the readers of *Hardware* will bear us out in the statement, that a finer, brighter, more interesting and capable lot of men, were never gathered together in one group of twenty-four, in connection with the Hardware or any other trade, than is shown on the three succeeding pages.

These gentlemen are true representatives of the Hardware industry of this country. They are connected with the leading Hardware establishments, and the letters which they send to *Hardware* are justly regarded as among the most important contributions to the trade literature of the present day.

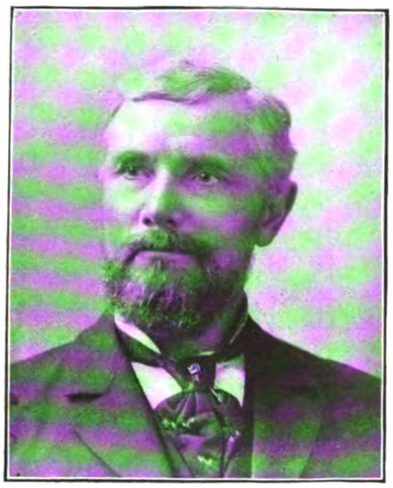
Hardware has many reasons for congratulating itself upon the success which has attended its efforts for the good of the Hardware trade, but in no respect does it feel that it has cause for greater pleasure, than in the fact that twenty-four men as busy and as prominent as those represented here, find time, twice each month, among their many heavy business cares, to let the world know, through these columns, what is being done by and for the Hardware trade in their section of the country.

Cienfuegos, Habana and Santiago de Cuba are the only towns in Cuba having cable connections.—*Exchange.*

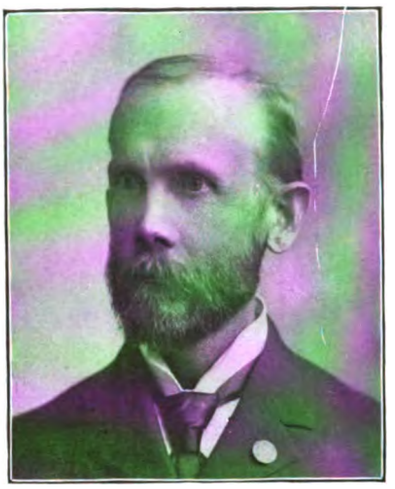
Digitized by Google



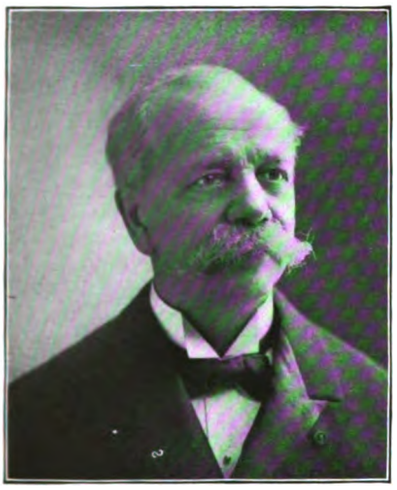
GEORGE TRITCH,
George Tritch Hardware Co., Denver, Col.



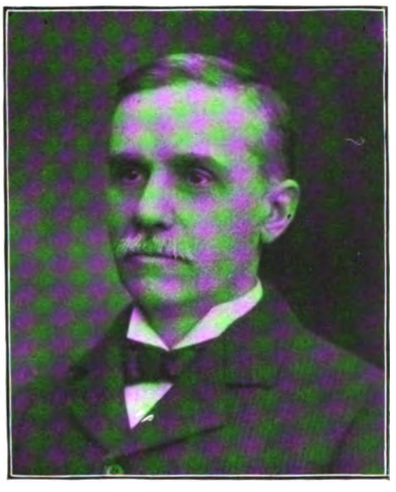
C. B. LOCKWOOD,
Lockwood-Taylor Hardware Co., Cleveland, Ohio.



JAMES D. MOORE,
Moore & Handley Hardware Co., Birmingham, Ala.



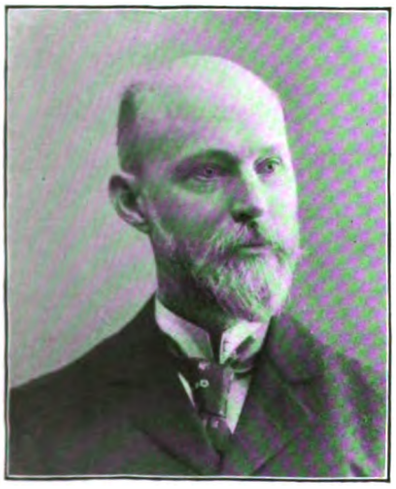
C. W HACKETT,
C. W. Hackett Hardware Co., St. Paul, Minn.



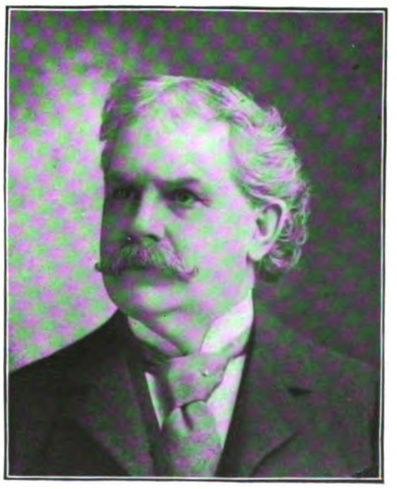
GEORGE B LOGAN,
Logan-Gregg Hardware Co., Pittsburgh, Pa.



JAMES R. NUTTING,
Sickels, Preston & Nutting Co., Davenport, Iowa.



GEO. E. LONG,
Jos. Dixon Crucible Co., Jersey City, N. J.



EDWARD W. MORLEY,
Morley Bros., Saginaw, Mich.

"Hardware's" Staff of Correspondents.

Digitized by Google



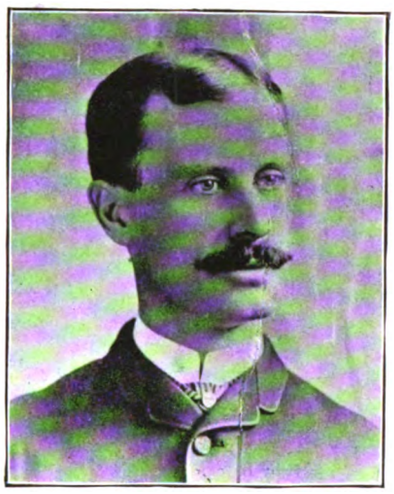
CHARLES H. TURNER,
Albany Hardware & Iron Co., Albany, N. Y.



JOHN B. VARICK,
John B. Varick Co., Manchester, N H



J. H. SMITH,
Smith Bros. Hardware Co., Columbus, Ohio.



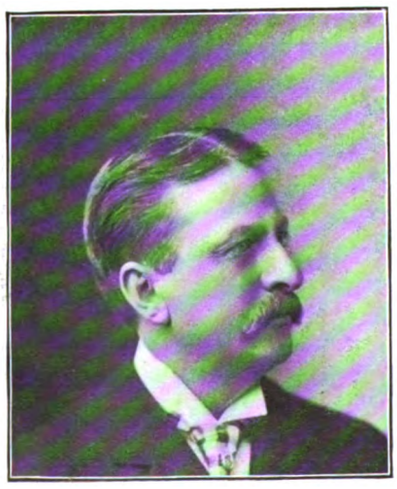
A. M. WILEY,
Frye, Phipps & Co., Boston, Mass.



W. S. WRIGHT,
Rector & Wilhelmy Co., Omaha, Neb



WILLIAM CHAMBERLAIN,
Emery-Waterhouse Co , Portland, Me



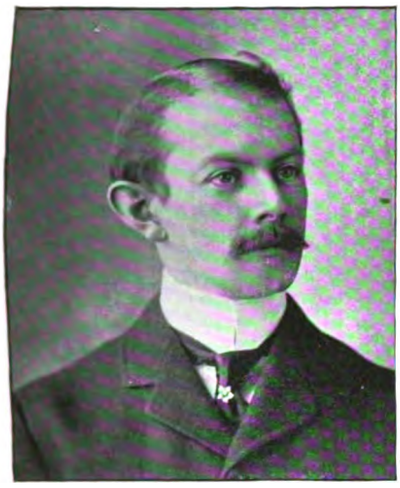
J. B. NELLEGAR,
Wells & Nellegar Co., Chicago, Ill.



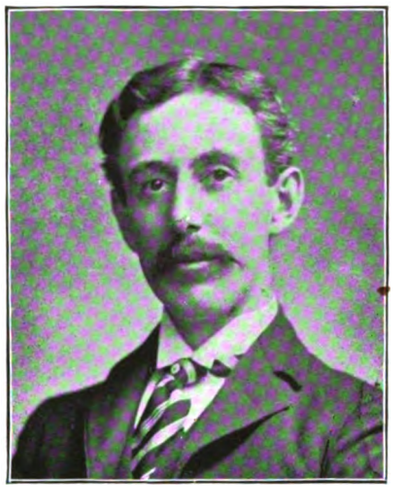
C. W. EMERY,
Van Camp Hardware & Iron Co., Indianapolis, Ind.

"Hardware's" Staff of Correspondents.

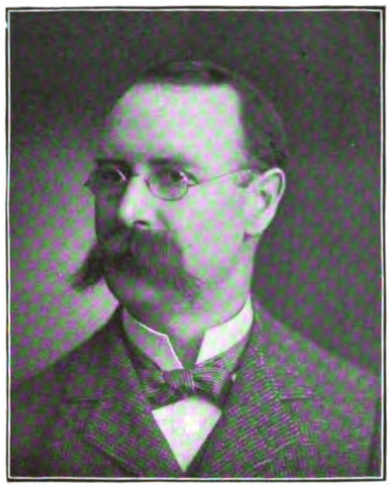
Digitized by Google



FRED A. CATON,
Staff Correspondent "Hardware."



JAMES H. RITTER,
Biddle Hardware Co., Philadelphia, Pa.



W. K MORISON
W. K. Morison & Co., Minneapolis, Minn.



H.C. RUSHMORE,
Gille Hardware & Iron Co . Kansas City, Mo.



DUDLEY R WEBB,
H. W. Webb & Sons, Baltimore, Md.



JOHN STOLLBERG,
Stollberg & Clapp Co., Toledo, Ohio



E. C. Neal,
Weed & Co., Buffalo, N. Y.



LEE RICHARDSON,
Lee Richardson & Co., Vicksburg, Miss.

"Hardware's" Staff of Correspondents.

Digitized by Google

Hardware Notes By The Way.

The volume of business done thus far this year precludes any disquiet as to the future outlook. The improvement is steady and of a substantial character. The improvement is also general. Movements in agricultural implements have been exceptionally heavy, and the demands for builders' hardware will be the largest for many years, to judge from the plans and specifications now in the hands of the architects.

The cycle season has opened with a big spurt, and sales will be enormous. Prices are the lowest in cycle history, but the larger percentage of cash sales has not rendered the line devoid of interest.

The revitalized roller skating sport has reached a degree of popularity during the past winter that leaves broad hopes for next season. Rural amusement caterers seem especially interested.

The season in carpet sweeping and house-cleaning devices is never over nowadays. It seems the hardware merchants have become fully alive to the importance of the line, probably superinduced by the aggressiveness of the manufacturers themselves, such as the Bissell and Goshen people. Frappant window displays is the one popularizing feature that never lacks interest. Manufacturers in every line of household utensils have at last grasped the importance of window-dressing features, and the merchants have been brought to appreciate and recognize this scope of enterprise to the point of imitation. I have learned of several merchants that window displays have increased sales fully 50 per cent. during the past few years. Carpet sweeping contests, the latest trade getting feature, have likewise proved very valuable. This scheme is not clearly defined, but it seems merchants who are bidding for desirable trade have undertaken to give rival exhibitions at hotels, rooming houses, office buildings and private residences, the sweeper that does the work the quickest and neatest to be awarded the contract irrespective of other inducements.

Said a merchant: "Queer how a little spurt in the egg market such as we experienced this winter when prices went 'way beyond a hen's horizon, will induce speculative enterprise. Why, we never sold so much poultry netting. It seems every farmer with a huckleberry patch was going to start a hennery."

Soon again the foolish merchant will advertise non-burst garden hose, and run the chances of being stared out of countenance at every turn, snubbed in society and abused like a hod-carrier, just because that garden hose bursted just the same. While there is garden hose that is guaranteed by manufacturers not to burst it's always safest to urge the buyer to make allowances for accidents, incidents and co-incidents, a series of which always surround the garden hose in goat-infested neighborhoods and elsewhere.

The human eye is craving for spring-time verdure and probably the first step the proud lawn owner is liable to make these mild mornings is to inspect the complexion of his lawn. A case came to my notice, even more exemplary. The owner of a beautiful lawn expanse at Cleveland recently invited his friends to inspect the adolescent grass tips at midnight by means of lanterns and candles. Profiting by this characteristic, some merchants have improvised lawns in their windows, using mowers and other paraphernalia as trimming. It imposes as a very clever advertising departure.

A pioneer citizen, a typical penny-squeezer by appearance and reputation, recently entered the store of a Detroit merchant, and was given a lead pencil bearing the firm's name with his purchase. "And what may be the value of this pencil," interposed Mr. Pennywise. "It's Dixon's best, and worth a nickel," replied the merchant. "Well, as I have no use for lead pencils, and you want to give away a nickel's worth, I'll take a pound of nails." The merchant was stumped, but Mr. Pennywise got the nails.

The Hardware clerk during busy season is a very much overworked individual and is more subject to brain fag than most other store workers. Necessary recreation is often out of question during the winter months. The heated term is practically the only period within a busy twelvemonth that offers equitable opportunities for vital recuperation, and no employer ought to be parsimonious in making vacation allowances at that period. Merchants are now commonly doing it, and the amicable understanding resultant therefrom cannot be easily reckoned in money.

Said a Pittsburg manufacturer: "Yes, there are a number of salesmen whose commissions amount to $5,000 per year and up. They are past masters in salesmanship, princes of goodfellowship, or control some monopolistic specialty. Of the latter class, C. B. Turner, who sells the mechanical boiler cleaner of a North Manchester (Ind.) company, probably earns larger commissions steadily than any American traveller extant."

"A spring full of life and even temper, is the standard spring. Full of life and even temper is the spring from which the standards flow. The spring full of life and even temper has no snap. The man full of life and even temper is all snap. A spring and a snap, kills the spring. A man and no snap, kills the man." [From the diary of a deceased traveler.]

If horseless delivery wagons and automobile trucks are to be added to the stock of the Hardware merchants, why not doing a little introductory work by using these vehicles themselves? Will cartage expenses be materially reduced by their use? Answer this question to the satisfaction of the Hardwareman, and he'll sell out his horses and wagons without much further parley.

Cleveland, March, 1899. J. B. Rindfleisch.

Buying and Selling.

In a catalogue issued by one of the most prominent boot and shoe houses in the United States there is to be found the paragraph which is quoted below. It expresses an established business fact in such terse and clear language as to commend it to business houses generally. It would be well if all jobbers and manufacturers were to adopt similar terms, and to print a statement of them upon their order blanks, billheads and statements of accounts, as well as in their catalogues. The paragraph referred to is as follows:

"Our terms are positively thirty days net or 2 off for cash in ten days. We will not do business on any other basis, for we know that the retailer's success depends as much upon his buying as upon his selling, and that long-time buyers are at a disadvantage. We prefer to deal only with those retailers who sell successfully, because they buy successfully."—*Exchange.*

The first iron rails that formed a continuous line from tidewater to the Ohio River were laid forty-seven years ago and the work was completed on Christmas eve, 1852. The completion of the laying of the iron rails, steel being too expensive at that time, is marked by a natural monument, eighteen miles from Wheeling, and near Roseby's Station. This monument is a great stone on the hillside, and is located in Marshall County, West Virginia. It is sixty feet long, thirty-five feet wide and thirty feet high. Commercially minded men have estimated that it is worth $200 for building purposes, but it could not be purchased because of its historical association with the completion of the main line of the Baltimore & Ohio Railroad. Cut deeply into the side of the rock that faces the railroad track is the following inscription: "Roseby's Rock. Track connected Christmas eve, 1852."—*Iron and Steel.*

Digitized by Google

Practical Talks on Files.

We continue from advance sheets our extracts from the Practical Talks on Files, the latest book on the subject, and which, as soon as completed, will be mailed free to any dealer in files whose name has been forwarded to the manufacturers. This extract has reference to draw filing:

VI.

The term "draw filing" refers to that use of the file in which the direction of its motion over the surface of the work is at right angles to its length. In draw filing the file is grasped by its ends with both hands, as shown in Fig.

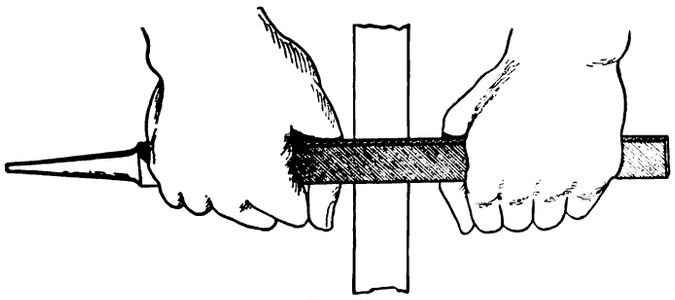


FIG. 21.

21. The handle is usually removed, as the file cannot readily be controlled when one hand grasps the handle.

As the belly of the file can be brought to bear on the high spots more readily and under better control than in cross filing, more accurate results can be obtained by draw filing, even by a less skillful mechanic. For a given pressure, the file in draw filing does not cut so deep or remove so much metal as in cross filing. It is not, therefore, well

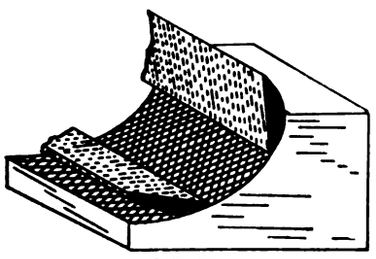


FIG. 22.

adapted to the quick removal of large amounts of metal, but when an accurate surface or a finely finished one is required, it can best be obtained by draw filing. The grain or lay of the finish produced by draw filing will be in the direction of the strokes, and much finer than can possibly be obtained with the same file in cross filing.

When a surface is to be reduced wholly by filing, a second cut or a smooth file should be used in cross filing to

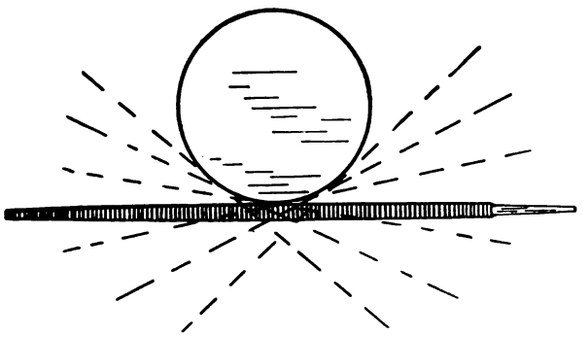


FIG. 23.

remove the deep file marks made by the rough or bastard file, which is used to remove the bulk of the metal, thus producing a smooth surface for the final draw filing operation. A file coarser than a second cut is not suitable for draw filing.

In modern practice nearly all surfaces that are to be finished are machined smooth, true and practically to size, so that draw filing alone will remove all tool marks and prepare the surface for polishing, or scraping, if it is to be an accurate bearing surface. In general, machined surfaces should be filed as little as possible in producing the required finish. If filed too much, the surface becomes untrue, and can be brought back only at the expense of much time and careful work. It is very important in machining surfaces that are to be accurately finished by filing to make the finishing cut a light one, with the cutting tool so adjusted as to leave a smooth, true surface, and thus requiring the minimum amount of filing.

After draw filing, the surface is usually given a finish by rubbing it down with fine emery cloth and oil. For this operation the emery cloth is secured to a narrow block of wood, or wrapped around the file. In either case it is given the same motion as for draw filing. When a very fine finish is desired the surface is first draw filed in the direction of the lay of the final finish, with a smooth file. The direction of the strokes is now changed to right angles, with the required finish, a dead smooth file being used. This latter cut seems to level off the tops of the small ridges left by the first filing. The final finish will be obtained by rubbing the fine emery and oil over the surface in the direction of the first filing. A piece of clean leather, charged with washed emery and oil, is excellent for this purpose.

When a concave surface is to be draw filed, the half round smooth or second cut file should be used, as shown in Fig. 22. The file should be rotated slightly in the hands, so as to bring different portions of its surface into action. It is best to give it a small amount of end motion, just enough to cause the file marks to cross each other.

In draw filing convex or cylindrical surfaces, a flat file or the flat side of a half-round file will usually be used. Such surfaces are generally so filed to produce finish only, and when cylindrical truth is required must be very carefully done. As shown in Fig. 23, the file surface in contact with the work is very narrow, and consequently the pressure on the file must be very light. As shown by the dotted lines, the angle of the file with the horizontal should change slightly, yet a uniform amount, with each stroke.

In all draw filing operations the work should be done on the forward stroke, the file being released of all pressure, but not raised from the surface of the work, on the return stroke.

The advertisement of the Arcade File Works, No 97 Chambers Street, New York, will be found elsewhere in this issue.

Pointed Paragraphs.

The dead letter probably died at its post.

But few actresses are as bad as they are painted.

The wages of sin defies alike the hard times and monopolies.

When a woman of forty laughs heartily, she actually means it.

The automatic weighin machine gives pounds in return for pennies.

The man who poses a fancy whistler isn't much good at anything else.

It isn't what a man possesses that makes him happy, but what he doesn't want.

It's pretty tough when the "roll of honor" consists of butterless dry bread.

It is sometimes more difficult to win the father's ear than the daughter's hand.

He who depends upon the invitations of others for his meals dines very irregularly.

Presence of mind is undoubtedly a good thing in the hour of danger, but absence of body is a great deal better.

A scientist says that if a man were able to jump as far in proportion to his size as a flea, he could jump from Chicago to St. Louis. Perhaps he could, but, if sensible, he wouldn't.—*Chicago News.*

Digitized by Google

Shall the Manufacturer Sell Only to the Jobbing Trade?

Editor Hardware: Speaking in an ideal way, the jobbing trade is the natural medium through which the manufacturer markets his product. The jobber and the retailer distribute his goods to the consumer more cheaply and conveniently than he can do it himself. Time and experience have developed these avenues of distribution, and, by reason of supplying an actual want, the business of the jobber and of the retailer rests on a legitimate basis. There are certain rights inherent in the business of each which should be respected and upheld. The manufacturer cannot sell the jobber, nor the jobber the retailer, without keeping in good faith the implied obligation of non-interference with the trade which naturally belongs to each of them respectively.

There is no justification, as a general thing, for the manufacturer to sell to any but the jobbing trade. There are some circumstances, but they are infrequent, when the question of quantity has to be considered in relation to this subject. Sometimes a user or consumer has a large quantity of an article to buy, and seeks from the manufacturer a better price than he can obtain through the middle man. By reason of quantity, he is taken out of his natural relations to the retailer or jobber, and becomes the legitimate customer of the manufacturer. If these relations and conditions were duly respected, there might be general harmony, and a fair division of profit all along the line, but unfortunately in practice the situation is very different.

Looking at the Hardware field, in a general way, it is evident that many practices have developed which are reprehensible. The jobber has much to complain of in the course of some manufacturers, and the retailers of some jobbers. It hardly seems fair for manufacturers to reach out for everything in sight of any value, nor for jobbers to sell the retail trade and then compete with them by opening retail stores or retail departments. The retailer also has not only the manufacturer and jobber lying in wait for any good thing which naturally should go to him, but he has other troubles of his own. The disturbance largely comes from the intense competition everywhere prevalent. It is at times almost destructive of good will, fair dealing, or profit.

With the situation as it is, hardly any moral or ethical question will receive consideration. We may say theoretically that the manufacturer should sell only to the jobbing trade, or make some fair and justifiable exceptions, but in practice the question of self interest largely determines the course of any concern in any line. It may be bad policy to work on the principle that might makes right, and to seek profit in all directions indifferent to everybody, and it may be good policy to have a business permeated with integrity, and respect for the rights of others, but in practice each concern will work along the lines which seem most profitable. The personal character back of a business will determine its course. We would therefore say in answer to this question, "Shall the manufacturer sell only to the jobbing trade?" yes, if he is crooked; no, if he is straight.

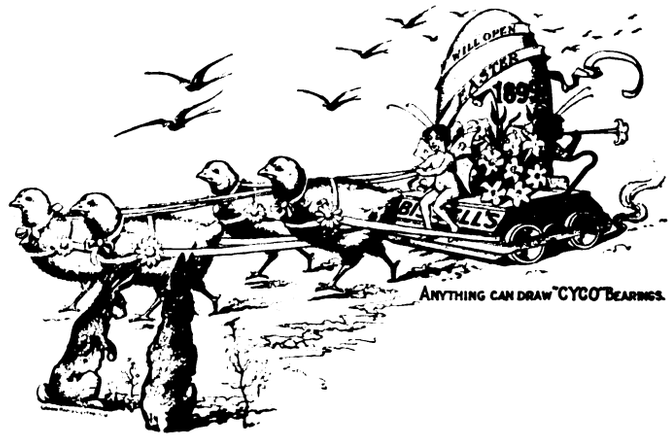
C. S. Van Wagoner.

Van Wagoner & Williams Hardware Co.

Cleveland, Ohio, April, 1899.

Bissell Carpet Sweeper Co.'s Easter Announcement.

At all special seasons of the year the Bissell Carpet Sweeper Co., Grand Rapids, Mich., endeavor to interest their trade in some new features pertaining to their goods that are best adapted for that particular season, and which has the effect of stimulating the trade on Bissell sweepers very greatly. On April 1st, it is the intention to issue an Easter announcement to the trade, in which they will recommend at the opening of the spring house-cleaning season an assortment of sweepers, the like of which, in finish and mechanical construction, has never before been known. They also bring to the attention of their customers the latest mechanical features that have been introduced in their Bissell sweepers, and call to their minds the advisability of their best endeavors on high grade sweepers, on which a margin of profit ranging from 36½ to 68 per cent. can be realized. They also impress upon the minds of their customers the important value of their fixed price system which applies to all of their high grade Bissell sweepers, and which really has been one of the secrets of their success. They also say that the demand for Bissell sweepers has never been so great as it is to-day, and all past records have been



beaten. Although the value of all kinds of material needed in the construction of Bissell carpet sweepers has advanced very greatly within the past year, yet the prices and terms on the Bissell sweepers remain the same as heretofore announced. For further particulars regarding the Bissell Easter announcement, address their Grand Rapids office.

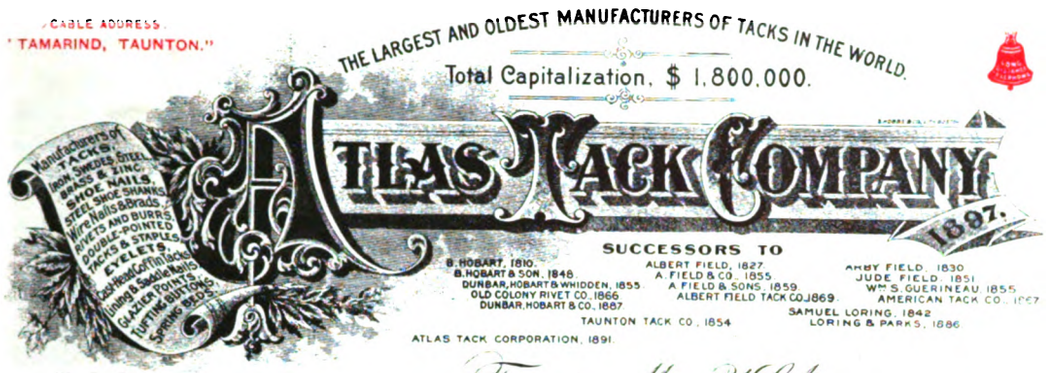
Tardy Collections Consume Profits.

The address of W. H. Preston, ex-President of the National Association of Credit Men, before the Credit Men's Association of St. Paul a short time since, contained many pertinent facts bearing upon current business practice, both wholesale and retail. Among them there was nothing presented that was more significant than the following estimate of losses due to tardy collections:

If you are doing a million dollars' business annually, and if you are carrying 30 days of your sales past due, you are in some way, either through borrowed money or because of idle capital, paying interest on $83,333.33, which, at 6 per cent., equals $416.66 per month, or $5000 per year; this is one-half of one per cent. of your entire sales. It is probably true that you are paying exchange on drafts which you make for past-due bills or for exchange on local checks, another $300 per year, for that is only $1 per day. Conservatively stated, then (and I have sought verification), the credit departments outside of losses from bad debts are averaging to reduce the dividends from the business at least one per cent., or $10,000 on a million dollars' business, or 3 to 5 per cent. of a dividend on capital usually needed for such a volume of business.

The ship's log is an instrument used for measuring the velocity of a ship. It is a flat piece of wood, some six inches in radius and in the shape of a quadrant. A piece of lead is nailed to the rim to make the log float perpendicularly. To this log a line is fastened called the log line, which is also wound around a reel in the ship's galley. The whole line (except some five fathoms next the log, called spray lines) is divided into equal lengths called knots, each of which is marked with a piece of colored tape or bunting. If the captain wants to know the rate of his ship, one of the sailors throws the log into the sea and the reel begins to unwind. The length of line run off in half a minute shows the rate of the ship's motion per hour.—*Exchange.*

Digitized by Google



L. O. GARRETT, Manager.

Taunton, Mass., U. S. A. March 20, 1899.

"Hardware,"

143 Chambers St., New York.

Gentlemen: It has been our intention to send you an advertisement for your special edition, but our business has been increasing with such rapid strides and bounds that we have no time to prepare the copy. We are recognized as the largest manufacturers of tacks in the world, and in times like the present, when all branches of trade are running at a high pressure, and people must have their wants supplied quickly in order to keep the wheels going, we do not have to seek for new business. We are operating one-fourth of all the tack machines that are in actual operation in America to-day. Our machines are of our own patent and are run at a 25% higher rate of speed than the average of all other tack machines of the country. We are therefore making at least 30% of all the tacks that are being produced in this country to-day.

Our facilities for the manufacture of double-pointed tacks and staples, eyelets, lining and saddle nails, cast head coffin tacks, leathered carpet tacks, papier mache nails and buttons, tufting buttons, steel shoe shanks, steel and iron rivets and burrs, hot rivets, copper belt rivets and burrs, and all kinds of specialties in wire nails are as great as our facilities for the manufacture of tacks.

We are the only concern in the country that can turn out large orders quickly. The volume of our business is such that we have been able to purchase material in large quantities and anticipate the rapid rise in the market.

We cut every variety of specialty in our various lines; we make better goods and at lower prices than our competitors; and you can readily understand that under the circumstances it is not necessary for us to advertise in order to get business.

Yours truly,

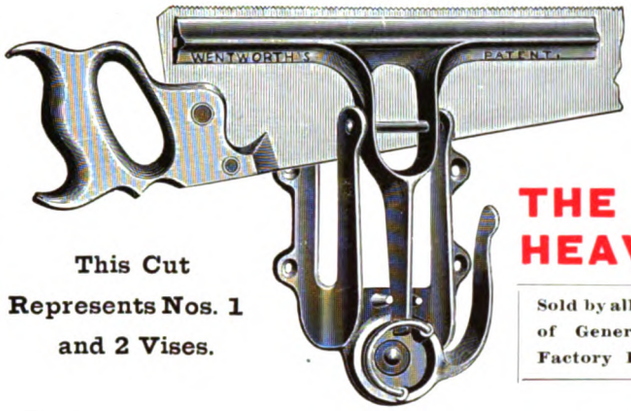
Atlas Tack Company,

By L. O. Garrett

Manager. H. G. G.

Digitized by Google

WENTWORTH'S PATENT NOISELESS SAW VISES



This Cut Represents Nos. 1 and 2 Vises.

WITH RUBBER CUSHIONED JAWS.

Prevent all vibration and render Saw Filing noiseless. Will make no more noise than Filing on a solid piece of iron.

THE LONGEST JAWS. HEAVIEST AND BEST FINISHED.

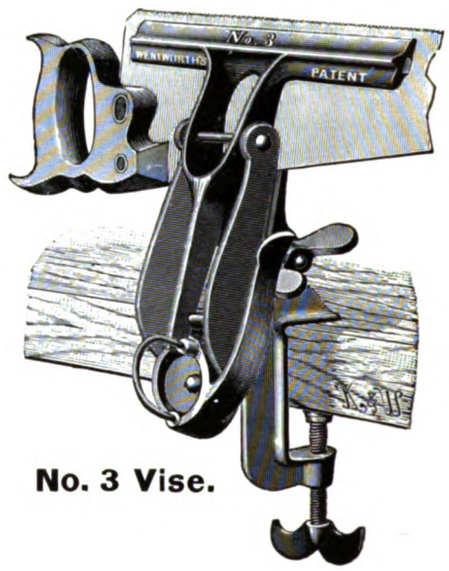
Sold by all Leading Jobbers of General Hardware at Factory Prices.

The Jaws are planed slightly concave, securing an equal bearing the entire length, and are made to open and close by simply turning the Cam Lever. They are strong, well proportioned and handsomely finished. Nos. 1 and 2 Vises can be easily screwed to a work bench or any place desired. No. 3 Vise has a malleable iron screw clamp for attaching it to a work bench, and by turning a thumb nut it can be tilted to any desired angle, and it can be easily detached and carried about from place to place.

LIST PRICES:	Per Doz.
No. 1—(11-inch Jaws)	**$13 00**
No. 2—(15-inch Jaws)	**18.00**
No. 3—(11-inch Jaws)	**18.00**

A LIBERAL DISCOUNT TO THE TRADE.

Manufactured only by . . . .



No. 3 Vise.

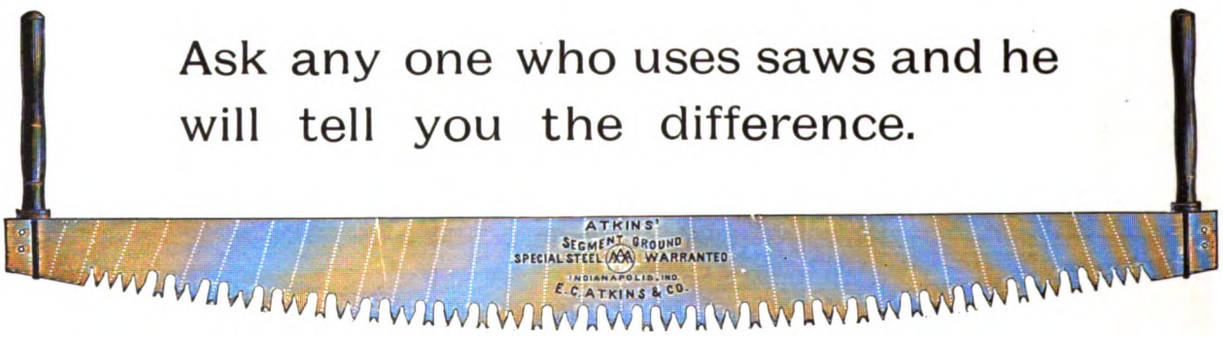
The Seneca Falls Mfg. Co.,

334 Water Street, - - SENECA FALLS, N. Y.

Atkins Saws are in one class.

. . . All others are in another.

Ask any one who uses saws and he will tell you the difference.



ATKINS "SEGMENT GROUND" CROSSCUTS

BEAT THE WORLD.

E. C. Atkins & Co., Saw Mfrs.,

WRITE FOR PRICES. INDIANAPOLIS, IND.

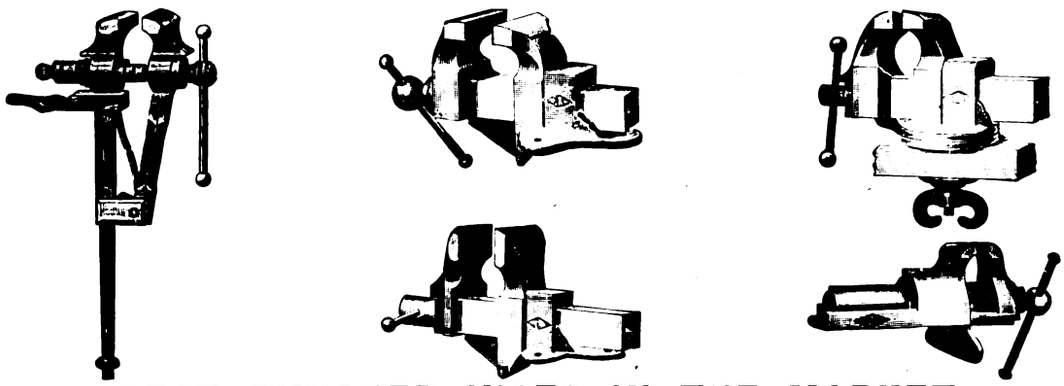
Digitized by Google

VAN WAGONER & WILLIAMS HARDWARE CO.,

Eastern Office and Warehouse:
14 WARREN ST., NEW YORK.

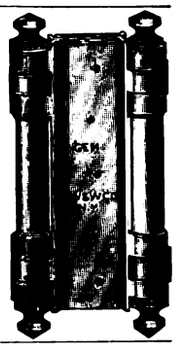
CLEVELAND, OHIO, U. S. A.

BLACKSMITH AND BENCH VISES.



BEST FINISHED VISES IN THE MARKET.

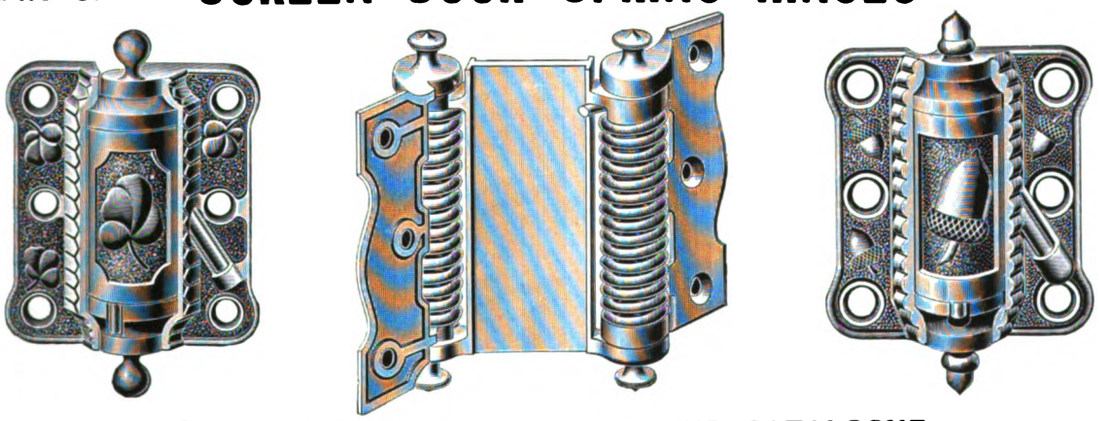
GEM SPRING HINGES.



. . . TWENTY YEARS OF SUCCESS.

We issue a Special Price-List on this line; write for it.

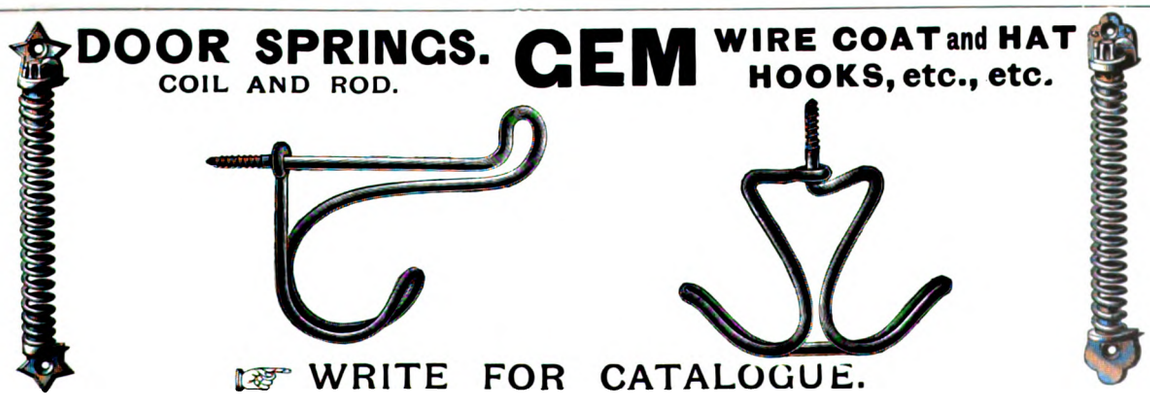
Most Complete Line of **SCREEN DOOR SPRING HINGES** In the World.



OTHER PATTERNS SHOWN IN OUR CATALOGUE.

DOOR SPRINGS. COIL AND ROD.

GEM WIRE COAT and HAT HOOKS, etc., etc.



☞ WRITE FOR CATALOGUE.

Digitized by Google

Quality--The First Essential. . .

INDIA PRIMBLE STEEL WORKS

TRADE MARK

Jno. PRIMBLE POCKET KNIVES

Jno. PRIMBLE RAZORS

Jno. PRIMBLE TABLE CUTLERY

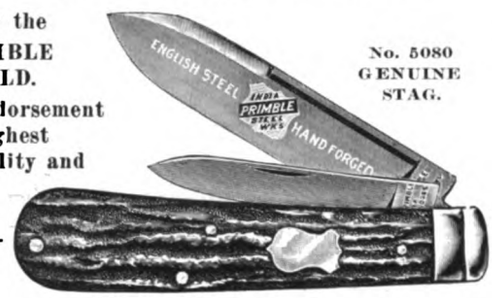
Jno. PRIMBLE BUTCHER KNIVES

Jno. PRIMBLE CARVERS

Jno. Primble { India Steel Works, } Pocket Knives.

Hundreds of Patterns to select from.

Look for the PRIMBLE SHIELD. It's an endorsement of highest quality and honest workmanship.



No. 5080 GENUINE STAG.

W. B. BELKNAP & CO.,

{ Sole Agents for the U. S. } Wholesale Hardware,

... Sporting Goods ...

LOUISVILLE, Ky.

We do not compete with our customers

as we do a strictly jobbing business, and sell only to those who buy to sell again. We have aimed from the beginning to handle the best line of goods manufactured, and have given careful attention to have our special brands of the highest grade.

They have an established reputation among the trade, notably our . . .

"J. Q. R." brand of BINDER TWINE,

. . . which is widely known.

We are in condition to pay cash for our purchases, and with more than 30 years' experience, can give every advantage to those who favor us with orders.

We take this occasion to thank the hundreds of customers who have been with us from the beginning, and hundreds who began later, and we wish to include all who may become so, assuring them all that it is our purpose to make our trade relations of mutual benefit.

The Lockwood-Taylor Hardware Co.,

108, 110 and 112 WATER ST., . . . CLEVELAND, O.

The oldest exclusively Wholesale Hardware House in the Northwest.

C. W HACKETT HARDWARE CO.

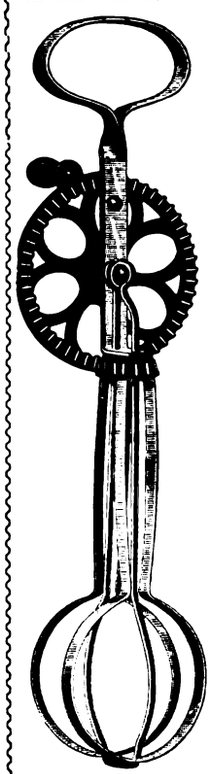
ST. PAUL, MINN.

C. W. HACKETT, President.
T. G. WALTHER, Vice-President.
H. B. GATES, Sec'y and Treas.
J. C HENRY, Ass't Treasurer

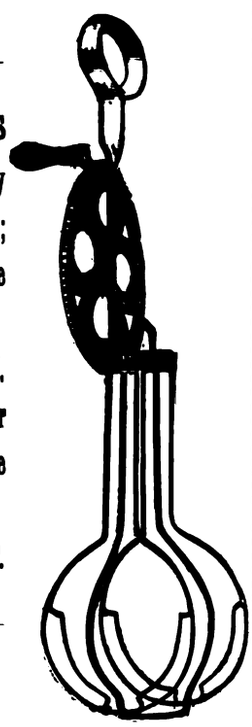
The Standard Co.,

33 Haverhill St., **Boston, Mass.**

Largest Manufacturers of their line in the world. . . . .



Our EGG-BEATERS sell because they are MADE RIGHT; because they give PERFECT SATISFACTION, and because our Prices allow the dealer a FAIR PROFIT.



Our Best Quality have **Steel Handles.**

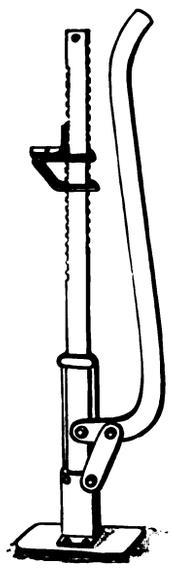
Digitized by Google

COVERT MFG. CO.,

WEST TROY, N. Y.



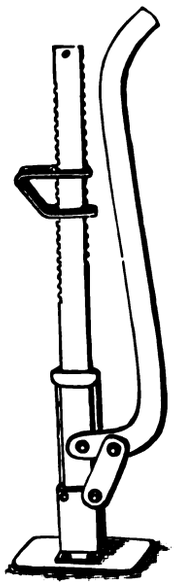
ALL TAGS AND LABELS ON COVERT GOODS BEAR THE ABOVE TRADE MARK.


No. 475 Carriage Jack.

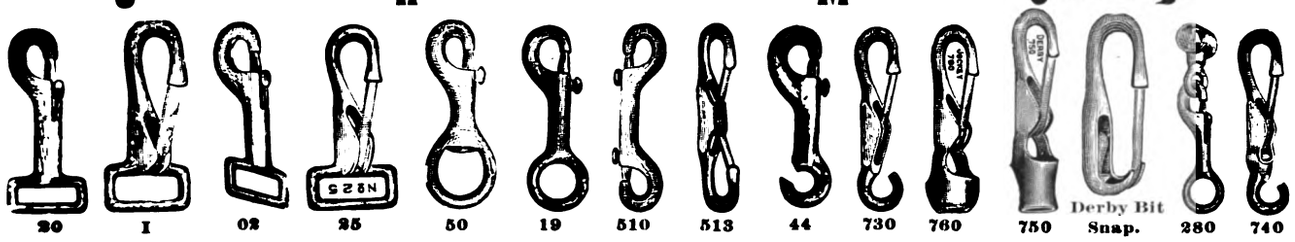
COVERT STEEL CARRIAGE AND WAGON JACKS.

THE COVERT STEEL CARRIAGE JACK weighs six pounds and will lift 1,000 pounds. The step is **leather covered,** thus effectually preventing the metal coming in contact with the axle and marring the paint. The step can be readily adjusted to the height of any axle. It has a direct perpendicular lift, without any horizontal or oscillating movement so objectionable in other Jacks.

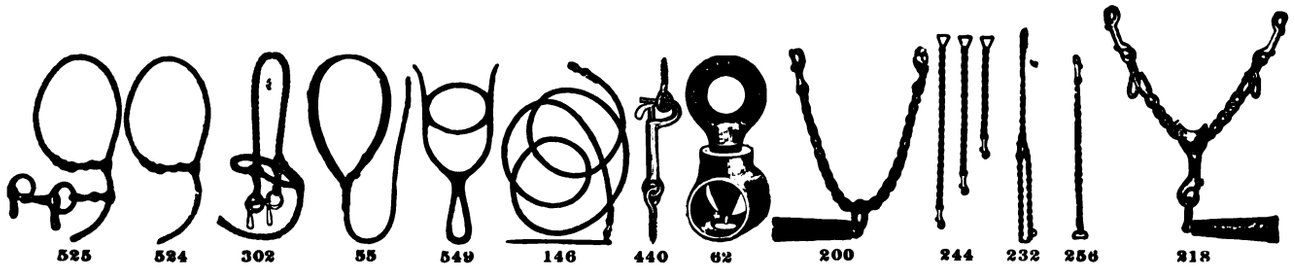
COVERT STEEL WAGON JACK is made for heavy work; weighs ten pounds and will lift 2,000 pounds.


No. 476 Wagon Jack.

Covert's Horse and Mule Jewelry.



20 I 02 25 50 19 510 513 44 730 760 750 Derby Bit Snap. 280 740



525 524 302 55 549 146 440 62 200 244 232 256 218

BEWARE OF ALL IMITATORS AND INFRINGERS.

Covert's Celebrated . . . .

HARNESS SNAPS,
CHAIN GOODS,
ROPE AND WEB GOODS
AND NUMEROUS SPECIALTIES

In General and Saddlery Hardware are

SOLD BY ALL LEADING JOBBERS AT MANUFACTURERS' PRICES.

COVERT MFG. CO.,

WEST TROY, N. Y.

Digitized by Google

The Smith Bros. Hardware CO.,

COLUMBUS, O.



WHOLESALE ONLY.

Carry one of the largest and most completely assorted stocks of general Hardware in Ohio, or to be found anywhere.

BUILDERS' HARDWARE,
VARNISHES, PAINTS,
OILS, BRUSHES,
MINERS' SUPPLIES,
PUMPS, ROPE,

TABLE and POCKET CUTLERY,
GUNS, AMMUNITION,
FISHING TACKLE,
GRANITE-WARE,
TIN-WARE,

HORSE BLANKETS,
LAP DUSTERS,
ROBES, WHIPS,
BINDER TWINE,
BICYCLES, &c., &c.

MAIL ORDERS AND INQUIRIES SOLICITED, AND PROMPT SERVICE GUARANTEED.

CORBIN CABINET LOCK CO.

CORBIN CABINET LOCK CO.
OF NEW YORK.
11, 13, 15 MURRAY ST.
CHICAGO: 104 LAKE ST.
PHILADELPHIA: 925 MARKET ST.

Manufacturers of

CABINET LOCKS,

Trunk Locks, Pad Locks,

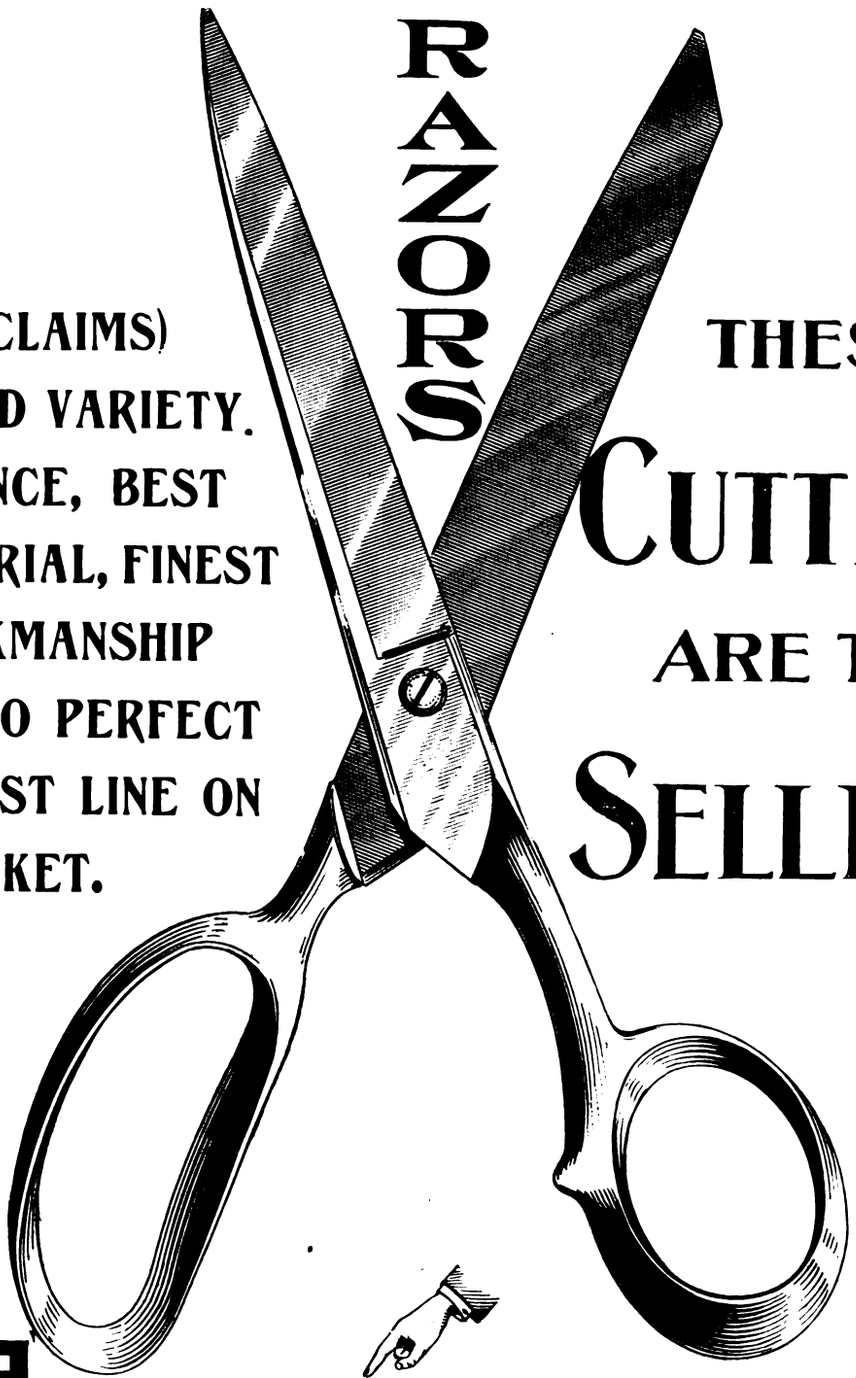
KEYS AND BLANKS.

Digitized by Google

Shears-Scissors and Razors

(OUR CLAIMS) UNLIMITED VARIETY. EXPERIENCE, BEST OF MATERIAL, FINEST OF WORKMANSHIP ASSIST TO PERFECT THE FINEST LINE ON THE MARKET.

THESE CUTTERS ARE THE SELLERS



CHOOSE YOUR STYLE FINISH PATTERN AND QUALITY

Just as you wish it.

We Solicit Your Correspondence
National Shear Co.
290 BROADWAY, N.Y.

Digitized by Google



WE SOLICIT YOUR PATRONAGE.



J. B. Hoyt's Extra Short Lap Leather Belting.
Fayerweather & Ladew, Sole Mfrs., New York, N. Y.
Roebling's Wire Rope.
Plymouth Pure Manila Rope.
Genuine "Hoo-Hoo" Babbitt Metal.
Nicholson's Celebrated Files.
Atkin's Circular, Band, and Cross Cut Saws, and Saw Tools.

--AGENCIES--

Mast, Foos & Co.'s "Buckeye Pumps."
Pearson's Cement Coated Nails.
Baeder, Adamson & Co.'s Sand Paper.
Malin's Composition Wire Belt Lacing.
Garlock Packing.
New York Belting & Packing Company's Hose, Belting and Packings.

J. H. FALL & CO.,

WHOLESALE

HARDWARE

Railroad and Saw Mill Supplies,

NASHVILLE, TENN.

SHAFTING, PULLEYS AND HANGERS;
GUM, HEMP, SQUARE FLAX,
AND ASBESTOS PACKING;
EMERY WHEELS; ARMOUR'S GLUE;
PIPE, PIPE FITTINGS AND TOOLS;
BELT OIL AND DRESSING;

LOGGING TOOLS

CANT HOOKS; RING DOGS;
PEAVIES; LATH YARN; MARLIN;
BABBITT METAL, ALL GRADES;
RUBBERBESTOS SHEET PACKING;
GUM CORE PACKING, ROUND and FLAT;
LUMBERMEN'S RULES, ETC.

PROMPT AND CAREFUL ATTENTION GIVEN TO ALL ORDERS.

Digitized by Google

BEN HUR BICYCLES

"BETTER THAN EVER."

Van Camp Hardware & Iron Company,

INDIANAPOLIS,

EXCLUSIVE SELLING AGENTS **BEN HUR BICYCLES.**

Agents wanted in every locality. Write for prices.

We also have an excellent line of low-priced Wheels that we are prepared to offer to large buyers at very low prices.

Van Camp Hardware & Iron Company,

...WHOLESALE DEALERS IN...

HARDWARE, TINNERS' STOCK, WAGON & CARRIAGE MATERIAL,

GUNS, AMMUNITION & BICYCLES,

126, 128, 130 SOUTH ILLINOIS STREET, INDIANAPOLIS, IND.

LOGAN-GREGG HARDWARE CO.

PITTSBURGH, PA.

WHOLESALE HARDWARE DISTRIBUTORS,

IN PENNSYLVANIA, OHIO, WEST VIRGINIA and MARYLAND.

LARGE STOCK. QUICK SHIPMENT. LOW PRICES.

Digitized by Google

Sanitary Water Closets.

COLWELL LEAD CO.

No. 63 Centre Street,

NEW YORK CITY.

Enamelled Bath Tubs.

American Standard

Lead Pipe | DROP SHOT BUCK | Sheet Lead

Everything Else to Plumb a House — Plumbers' Supplies — from Cellar to Carret.

FOR "HARD WEAR" USE

—RELIANCE FILES—

MANUFACTURED BY



1 to 9 Commercial St., - - Newark, N. J.

ESTABLISHED 1868.

THE SWEDISH RAZOR CO.

WORCESTER, MASS.

Manufacture Razors of every description; all honed and set ready for use.



Send for price list and discount sheet.

"Improvement the order of the Age."

During the past half century

HELLER & BROTHERS'

HORSE RASPS, FILES AND FARRIERS' TOOLS

Have been steadily improved in manufacture, kept constantly up to date and abreast with the times. Their Superior Quality sets a known and tested Standard of Excellence.

Made from our own production of *Clay Crucible Steel.*



Made by Machines of our own *Patented Construction.*

'99 Catalogue mailed free on application.

HELLER & BROTHERS, Newark, N. J.

Digitized by Google

F. E. KOHLER & CO. CANTON, OHIO.



THE HARDWARE SPECIALTY MFRS.

Digitized by Google

32 years of un-interrupted success.

James C. Lindsay Hardware Co.,

No. 719 and 721 Liberty Avenue,

. . . . Pittsburgh.

WHOLESALE EXCLUSIVELY.

Digitized by Google

ALBANY HARDWARE AND IRON COMPANY,

INCORPORATED 1891.

ALBANY, N. Y.

CHAS. H. TURNER, PRES. JAS. K. DUNSCOMB, TREAS. W. B. WACKERHAGEN, SEC'Y

Jobbers of General Hardware and Metals,
Dealers in Manufacturers', Mill and Contractors' Supplies,

Main Building occupying ground where Hardware has been sold over one hundred years.



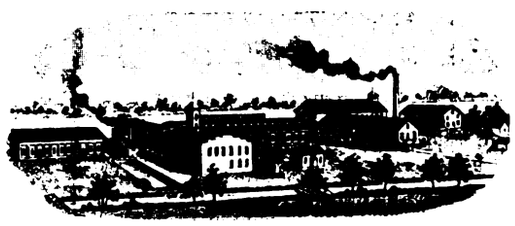
General Hardware Store shown above: 39, 41 and 43 State Street.

Heavy Hardware Department: Tin Plate, Black and Galvanized Sheets, Zinc, Wrought Pipe, Merchant Bar Iron and Steel—13 to 27 Union Street, 43 to 49 Hamilton Street, and 36 to 40 Division Street.

Bicycle and Sporting Goods Department: 71 and 73 State Street.

ALBANY HARDWARE AND IRON COMPANY.

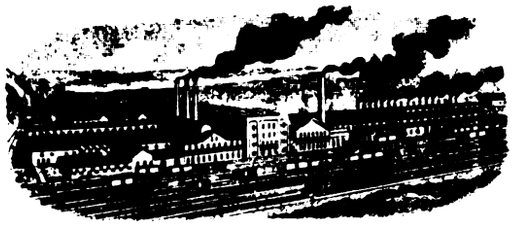
Digitized by Google



UNIONVILLE WORKS ESTABLISHED 1854

A. S. UPSON, Pres't, Cleveland, O.
C. H. GRAHAM, Sec'y, Unionville, Conn.
T. SMITH, Ass't Sec'y, New York.
J. L. VARICK, Treas, New York.

CABLE ADDRESS, "CALABASH."



CLEVELAND WORKS. ESTABLISHED 1872.

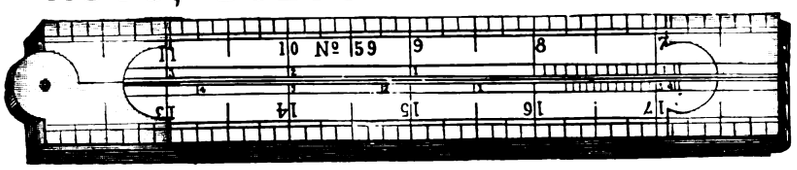
THE UNION NUT & BOLT CO.,

MANUFACTURERS' AGENTS,

107 Chambers Street, and 91 Reade Street, NEW YORK.

NUTS, BOLTS AND WASHERS

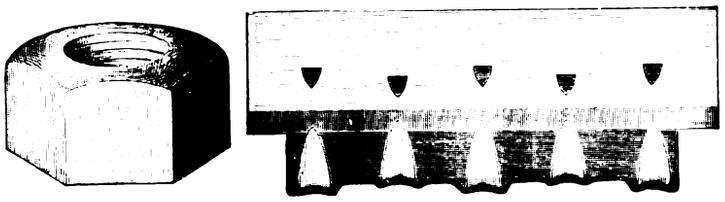
OF EVERY DESCRIPTION.



IN GREAT VARIETY.

BOXWOOD AND IVORY RULES,

STEEL AND MALLEABLE IRON IMPROVED BELT FASTENERS.



STEEL BELT FASTENERS.

— ESTABLISHED A. D. 1830. —

FIRST CLASS BRICK, POINTING, PLASTERING AND CORNER TROWELS.



These Trowels are Hammer Forged and are High Grade.



Also Boston and Lowell Pattern Trowels.

LONDON PATTERN. PHILADELPHIA PATTERN.

HIGH GRADE GARDEN TROWELS.

Also Heavy Steel Riveted Shank English Pattern, and Light Steel Garden Trowels and Wood Handle Iron Dibbles.



No. 309. FORGED STEEL GARDEN TROWEL.



No. 3090. SOLID STEEL GARDEN TROWEL.

First Class SCREWDRIVERS in Great Variety.



The call now is for the Best. We can meet the demand.
A dozen different kinds.
CHEAPEST to the VERY BEST.



TAKE NO BRAND BUT

WILLIAM JOHNSON.

Also a general line of Carpenters' and Other Mechanics' Tools and Hardware, including Wing Dividers, Wood Spokeshaves, Calipers in variety. Saddlers' and Large Round Punches, Conductors' Punches, Revolving and Spring Punches, Cotton and Box Hooks, Tack Claws, Screwdriver Bits, Countersinks. A great variety of Plumbers' Tools, &c., &c. If you want good articles, insist on your Jobber sending you WILLIAM JOHNSON'S GOODS.

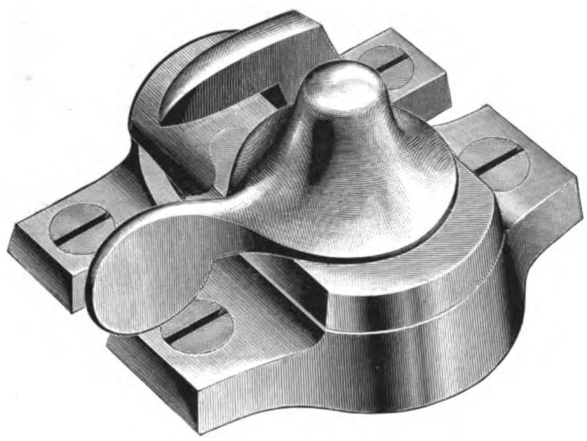
FOR ILLUSTRATED CATALOGUE AND TRADE DISCOUNTS, WRITE TO

WILLIAM JOHNSON, Agt., Manufacturer, Hedenberg Works, **Newark, N J.**

Digitized by Google

ARTICLE OF MERIT

WHICH MEETS
MOST FULLY
ALL
REQUIREMENTS.

IVES  PATENT.

IS APPRECIATED ALIKE
BY
BUILDERS AND PROPERTY OWNERS
AS THE IDEAL

SASH LOCK.

MANUFACTURED ONLY BY

HOBART B. IVES & CO.,

NEW HAVEN, CONN., U. S. A.

THIRTY-PAGE
CATALOGUE
MAILED
FREE.

Digitized by Google

WE buy our goods for SPOT CASH at { Sheriffs', Receivers', Trustees', Assignees' and Manufacturers' Sales.

OUR PRICES TELL THE STORY.

Bought at Receivers' Sale, 12,000 Brand New, Cast Steel, Warranted

CROSS CUT SAWS.

We guarantee them ***equal to the best on the market.*** We have all lengths in the following teeth: Champion, Alligator, Lance, Common, Diamond, Single Hook and Double Hook.

Price, per foot, 25 cents, net cash.

We issue a Catalogue of Hardware and Material, and also publish a ***"Monthly Bulletin"*** containing accounts of many purchases, that will interest you. ***We will be glad*** to have you on our mailing list.

WRITE TO-DAY.

CHICAGO HOUSE WRECKING CO.

West 35th and Iron Sts., Chicago.



MR. HARDWARE MERCHANT:

If you are selling lasts and nails, better sell sorted half-soles too.

You want a middling grade—not the best—not the worst. Most dealers are selling the worst. We advise B32 B40 B42 and B50; "B" means fair quality, and the figures mean 3½ 4 4½ and 5 inches thick per dozen-pair package.

We make 8 qualities (6 to 15 thicknesses in each); but you can't sell the finest, and had better not sell the worst.

Our C grade is too poor; we think you had better sell B. Our CC grade is not fit for anybody or anything; no matter how cheap you get it.

Sell what your customers want, and keep your trade; don't sell poor stuff and lose it. This is the part of the leather trade that you can do and belongs to you. Handy besides.

If you buy in barrel lots, write us for prices; if smaller, write all the same, and we'll tell you what jobbers are near you.

BAXTER SCHENKELBERGER & CO.

350 Congress street, Boston, Massachusetts.

Digitized by Google

THE HARDWARE JOBBERS' FUTURE.

A WORD FROM HOBART WEED.

Editor Hardware: In reply to your letter asking for an opinion on the question: "What is the present status and future prospect for the jobber as a factor in the distribution of goods?" would say, I firmly believe that good work has been done by the New York State Hardware Association in attempting to prove to the manufacturer that the best and most economical way for them to distribute their goods is through the jobber; furthermore I believe that a number of the leading manufacturers have given the matter very serious thought, and have already come to the conclusion that it is to their interest to do so. Manufacturers making a limited line of goods, it must be very expensive for them to visit the different cities and towns of this country, largely increasing the number of accounts and risks. The jobber can do it in a less costly manner as he has so many different lines to sell, but it is necessary that the jobber, who consents to represent a line for the manufacturer, be fair, and do everything in his power to distribute the goods as much as possible, thereby trying to prove to the manufacturers that it is best for them to sell through the jobber. On the other hand, the manufacturer must be loyal to the jobber. If he gives him a line of goods to sell, he must not attempt to interfere with the jobber's trade. I have heard of a number of instances where this has caused very unpleasant feeling on the part of the jobber. I am happy to say that there are a number of manufacturers who have admitted that they found it to their interest to place the jobber in position to sell as low as they would to the retail trade which is a most encouraging sign for their mutual benefit. Yours sincerely,

HOBART WEED,
Weed & Co.

Buffalo, N. Y. March, 1899.

SAMUEL A. BIGELOW'S OPINION.

Editor Hardware: You ask: "What is the present status and future prospect for the jobber?"

The revolution now in progress in all branches of trade, and the formation of trusts and combinations, leave the jobber in a more impregnable position than ever before. Never was his importance as a distributor for manufacturers more clearly defined or more freely acknowledged, than it is to day.

The necessity of close application in the production of goods at the lowest cost, keeps the manufacturer's mind well occupied and leaves him little time to attend to the distribution of his products. The skill required to be a successful manufacturer, does not develop the talents needed in a salesman. Occasionally a manufacturer thinks he knows it all and in his greed for gain, attempts the double role of both manufacturer and jobber. Many have tried it and most have returned to the jobber as their best friend, finding it more economical and more satisfactory to sell their products in large quantities than to parcel them out in a small way.

To do a successful jobbing business, to-day, one must be alert and wide-awake to adopt new methods. He must have good judgment and a quick mind to act, and he must be far-seeing. A close application to details, and a good judge of human nature, with a certain magnetism, goes to make a good salesman.

Attending to the details of manufacturing does not tend to develop these traits. The organization and force required in a modern jobbing establishment have no place in a factory. The work of making and selling are entirely unlike.

A man thoroughly trained as a manufacturer can produce best results if he leaves his mind free to attend carefully to his part, and leaves the disposition of his products to the jobbers. This is freely acknowledged and demonstrated by the action of all the important trusts and combinations. It is a fact that over 90 per cent. of the shovels sold in the United States are sold by the jobbers. The National Hardware Association has been an important factor in developing friendly feelings between manufacturers and jobbers. Never before was the importance and necessity of each to the other more marked and more clearly defined.

The future may develop consolidation of jobber as well as of manufacturers, the two may unite, and the combination thus formed will not only produce, but will market their products at a minimum cost.

The tendency of the times places no limit to the possibilities of the future.

SAMUEL A. BIGELOW,
Bigelow & Dowse Co.

Boston, Mass., March, 1899.

ANOTHER BOSTON VIEW.

Editor Hardware: In reply to your question as to "What is the present status and future prospect for the jobber as a factor in the distribution of goods?" I have now no hesitation in saying I consider him indispensable. Some eight or ten years ago my reply would have been more pessimistic, but to-day it seems to me the jobber stands in a firmer position than he has for years, and, I might say, than ever before. Some few years ago, owing to gradually reduced profits from severe competition, also from reduced consumption in proportion to increased power of production, the manufacturer said to himself "I can just as well as not save the jobber's profit, and place myself ahead of my competitor by selling direct to the retailer and consumer, the additional expense by so doing being comparatively small, as the jobber certainly does charge a large percentage for handling my goods." This has been tried in many instances, and almost invariably the manufacturer has found that it was impossible for him to distribute as economically and successfully one line of manufacture as for the jobber who is especially equipped for that purpose, and has the advantage of handling a large variety of merchandise, all of which he pushes at the same time. It is self evident that a number of lines can be handled at less cost and with greater success than one.

Then there is the credit risk; the jobber is almost invariably good pay, whilst the retailer and consumer are sometimes far from it, as many of us jobbers are frequently reminded.

I was told the other day of a certain large manufacturer of a well-known and largely advertised article of food who stated that in thirty-five years his principal office had sold $35,000,000 worth of it with a total loss during that period of less than $8000, and that practically all of this business had been done through jobbers. What would have been the result had he tried to avoid the jobber and gone direct to the retailer?

We shall watch with some curiosity to see what will be the outcome of the determination on the part of a certain large manufacturer of sporting goods to sell only to the retailer; a decision for which possibly jobbers by unfair and unreasonable competition may be partly to blame, although

Digitized by Google

it would seem that the jobber might have been compelled to maintain prices under penalty of a refusal to sell by the manufacturer if he did not.

The present status of the jobber is good and the future prospects excellent, provided he conducts his business in a legitimate and honorable manner, insists on a reasonable profit, does not believe every rumor of a cut by his competitor, deals with his business opponents as he would be dealt by, handles his manufacturer's goods to the best of his ability, and where the manufacturer provides a fair margin of profit does not foolishly give it away for a "leader" or to make some other fellows "sick."

All of us jobbers have much to learn, we are all human, none of us perfect, but let us all remember one thing, and that is, we are not in business for our health, but at least to make a living, and if possible a little more, and we cannot do it unless we secure a reasonable profit on the merchandise we sell.

WM. QUINCY WALES,
Brown & Wales.

Boston, April, 1899.

FROM JOHN H. ROBBINS.

Editor Hardware: "What is the present status and future prospect of the jobber as a factor in the distribution of goods?" During the past few years of depressed trade the manufacturers have been inclined, either directly or through agents termed "manufacturers' agents," to market their goods direct to the retail trade. Most of them have found, however, that it is not to their advantage to sell both the jobber and retailer; that the extra expense incurred in selling their goods in small quantities more than equals the extra profit obtained, and I am of the opinion that the manufacturer who watches his profit and expense sheet cannot but see that there is more profit to market his goods through the natural channel—viz., manufacturer, jobber, retail merchant and consumer—than in any other way. I cannot see why the jobbers' future prospects are not as good to-day, and in many respects better, than ever, and I am inclined to think it is the jobb r who makes the prospects, and not the prospects that make the jobber.

I am also of the opinion that a retail merchant who buys his goods of the jobber as he requires, turning his goods often, paying less store rent, taxes and insurance, taking advantage of his cash discounts, accumulates more money in the end than the party who, in buying direct, buys larger quantities than he requires, in order, as he thinks, to save an extra 2½ or 5 per cent.

I am a firm believer in the jobber protecting the retail merchant, also in the manufacturer protecting the jobber, and I cannot but feel that the manufacturers are realizing each day the importance of this fact.

JOHN H. ROBBINS,
Baldwin, Robbins & Co.

Boston, Mass.

A MAINE VIEW.

Editor Hardware: Answering yours requesting me to express my views as to "The present status and future prospect for the jobber as a factor in the distribution of goods." I can say my opinion has never changed on this subject, as the jobber is a necessity, and will always be, so long as there are small dealers. Those who argue that the days of the jobber are numbered are such as have never had any experience in the distribution of goods to the retail trade

We know there are some who have the reputation of being very sagacious business men that hold this opinion, but we think we could refute any arguments that they could bring against the continuance of the jobber as a factor, in a very few words.

The present status of the jobber is stronger than it has ever been in the past, and the future has nothing but encouragement for him. The manufacturer cannot afford to market any single line of goods to the small trade. To be sure there are manufacturers that make quite an extensive line, but even these favored ones cannot market their wares as cheaply as can the jobber, and the retailer who buys from them is more than likely to buy their straight line, accepting some goods not up to date, which the experienced jobber, with his purchases large enough to buy each article on its merits, would not think of carrying in stock, and the result would be their competitor who bought from the jobber would have the latest and best, while their goods would be store-keepers.

Another advantage is quick deliveries from the jobber, and a great deal might be said on this subject alone. After twenty-nine years' experience in the Hardware business, during which time I have for a longer or shorter period filled most every position, I think that I can see some features of this question that one with less experience would overlook.

The average retailer does not use goods in quantities that will justify him in buying from the manufacturer, and if at any time he tries to get his quantity, it is almost invariably at the expense of his profit and the equilibrium of his stock. We have seen this exemplified many times where the retailer has thought he could save money by buying from the manufacturer, who demanded that he take certain quantities in order to get his price. We have seen these goods on his shelves, or hung from the ceiling of his store, until the spiders inhabited them undisturbed.

I have known instances where the retailer has failed and gone into insolvency, from no other cause than that he was trying to buy from the manufacturer, and carrying a stock out of all proportion to his legitimate wants. Not only is it true that he overloads, but he overloads with goods that are constantly changing, and on which improvements are being made, and soon, in the parlance of the traveling man, become "chestnuts," unsalable except perhaps at a price below his original cost.

He pays interest on this money, which is lying idle on his shelves, where he could do business oftentimes on his own capital that he has invested, if he bought from the jobber, and bought as his requirements suggested.

There is nothing in the Hardware business that gives me less uneasiness than this subject of the extermination of the jobber, and judging from the experience of the last four years, the manufacturer is beginning to realize that the jobber is as essential to him as he is to the jobber.

One pleasant feature of the meeting of the National Hardware Association, in November, 1898, at Milwaukee, was the part taken by the manufacturers, who expressed themselves strongly in favor of confining themselves to the jobber as the distributor of their goods, and those who had in the past sold direct to the retailer were more than pleased with the change they had made, and the increase of business that had come to them under this policy.

A short time ago, in conversation with some other jobbers, I made the remark that the day before we had sold one of our customers a bill of goods that required twelve long billheads, and which only amounted to $378. We would ask the manufacturer, or the individual who is prophesying the extinction of the jobber, what they would do with a customer of this kind, where the invoice covered goods made by perhaps seventy-five manufacturers, some in quantities as low as 1-12 dozen. Is anyone short-sighted enough to think for a moment such a customer as this could be supplied direct from the manufacturer? Will anyone undertake to say what his freight charges would be on these goods bought separately; where he would get the time or the knowledge to look them up, and how he would find seventy-five manufacturers ready to give him credit, without long investigation?

Is it not much more reasonable for him to keep his want book, and when he gets enough to make weight sufficient for a shipment, order it from one house who combine all these lines of goods in their stock, and from whom he could get his goods with one small charge of freight, remit with

Digitized by Google

one check, and with whom he could establish a credit with out having his affairs investigated every time he sent an order?

The sharpest retailers that we know are those who buy often from reliable jobbers, and do not undertake to buy more than their requirements.

We realize there is a class of retailers who handle as large quantities as some small jobbers. These always have, and always will, buy from the manufacturer. They are located in large cities, and the quantities they buy are sufficient to guarantee their dealing direct.

The jobber never has to any extent, and probably never will, sell to this class of retailers; but when the pessimists, who are always predicting evil, are all gone, there will still be as many, or more, healthy jobbing houses as there are to-day.

The jobber is a convenience, and a necessity, and will always be.

W. Chamberlain,
Emery-Waterhouse Co.

Portland, Me., April, 1899.

A SOUTHERN VIEW.

Editor Hardware: Answering your question, "What is the present status, and future prospect, for the jobber as a factor in the distribution of goods?" Answer: We think the limits of the jobber are being narrowed every day, and we further add as a cause for this—the influence of trusts. It is easy for the jobber to reach the individual members of a firm or company who has but one place of business, and who is dependent on business by straightforward dealings, fair prices and good goods. But when a jobber now writes, he writes a letter to a trust which is answered by some man whom he never saw in many cases, and whom he never heard of, and there is no point of sympathy between the two.

Geo. E. King.
King Hardware Co.

Atlanta, Ga

FROM MR. BELL, OF TEXAS.

Editor Hardware: Replying to the question "What is the present status and the future prospect of the jobbers as a factor in the distribution of goods?" I should say in reply to the first part of this question that in my opinion they occupy preeminently the most important part in the mercantile world to-day, and I shall assign my reason in my answer to the second part of your question. A retrospect of the Hardware jobbing business of this country is a very convincing argument that they are the outcome of a demand from the purchaser as the proper channel through which to have their wants supplied quickly and cheaply, and from the manufacturer as the proper channel through which to distribute their wares. I can recall very easily the time when the necessities of our people were supplied from the large cities, or what you would term "jobbing centres." The demand, however, was, as the population increased, for a home market. This demand has been met by the establishment in every locality where the country permitted it of the "local jobber" and the lessening of the number of the large jobbers, with a contraction of their territory. So, in my opinion, this fact alone is sufficiently convincing that both the people and the manufacturers will await many years before they find a method of purchasing and marketing their goods that will reduce the expense to any greater minimum of cost, the determining feature of all "business." Yours truly,

R. E. Bell.

Weatherford, Texas.

FROM THE SOUTHWEST.

Editor Hardware: Is the Hardware jobber a necessity to the manufacturer in the distribution of his goods, or is he an expensive and useless ornament? In Arkansas there is no doubt but that he is a profitable and permanent factor in marketing the manufacturer's output. Having had but little experience in other sections, I am not in a position to judge of other territory, but here at home, the jobber is the only party who can profitably and properly distribute the manufacturer's product.

Our territory at present is freer from competition from the manufacturers than ever before. The retailers have more confidence in the jobber's ability both in his buying and selling qualifications and the consumer seems to be better satisfied in making his purchases from the retailers than at any former period. The jobber in refusing to cultivate the patronage of the consumer, wins the friendship of the retailers, and they in turn give the jobber preference as between manufacturing and jobbing competition, for they know that the jobber has ample stock from which they can draw their supplies as needed, either in small or large quantities, early or late delivery, and they can do business more on a "hand-to-mouth" policy than otherwise is possible. They are not loaded up with a large stock of goods in advance of the season, entailing an investment of considerable ready cash and a still greater amount of uneasiness. Being free of debt and worry and knowing they can get all the goods they wish from the jobber on short notice, they spend their time in judiciously catering to, and more thoroughly cultivating their legitimate retail trade. In consequence the consumer purchases his goods at a satisfactory price, the retailers make a satisfactory margin, the jobber realizes a living profit and the manufacturers receive a better and more compensating price for their goods than would have been the net results had they endeavored to distribute their goods by their own salesmen direct to the retail dealers.

Business is showing an increase over last year, even on an advancing market, and I therefore consider the jobbing business in better condition than for several years past.

Jas. J. Mandlebaum.
Fones Bros. Hardware Co.

Little Rock, Ark.

MR. LOGAN'S VIEWS.

Editor Hardware: In this day of practical affairs there is no sentiment in business, only the best methods survive, what is obsolete or useless is sloughed off. No matter how worthy the man or the class, if the methods are not the very best they must go to the wall and be succeeded by something better.

This being the case, as all careful observers will admit, what is to be the future of the Hardware jobber? Has he a place in modern business affairs, or is he a useless incumbrance on trade? Is he an unnecessary middleman adding his profit to the cost of goods before they reach the consumer or does he fill a place and render a service which saves money to the consumer? If the former he will be crowded out, if the latter he will survive.

The whole matter is one of cost of distribution. The jobber carries a stock gathered from thousands of various factories scattered over this country and Europe, and distributes to the retailer in quantities and at times as needed; for this service he gets an average profit of about 15 per cent., which is very close to the actual cost of doing the work. No great fortunes have been built up by Hardware jobbers; the net profit on the business is light. Now what will it cost the manufacturer to put his goods into the hands of the retailer? If less than 15 per cent. then the jobber is useless. Experience is the only way to determine the matter, and there are some manufacturers who are giving the direct system a trial.

Meanwhile we can make an estimate of the result. The goods must be shown to the retailer, this means travelers with attendant expense. The quantity needed by the average retailer of each maker's line is small and the cost of the traveler alone in small towns would probably be 25 per cent. on the amount of his sales. Then the manufacturer must carry thousands of accounts on his books where he now carries tens; this entails office expenses. The unavoidable losses incident to such a large number of ac-

Digitized by Google

counts would be large. The manufacturer would have to advertise his goods to create or keep up the demand, as new makers would displace him if he did not. Take all these expenses which are either altogether or partly dispensed with, by making use of the jobber and what will they amount to? We affirm that the cost of distribution under such conditions would be from 33 per cent. to 50 per cent., or even 100 per cent., according to the class of goods. If this is correct the jobber fills a valuable place in the economy of distribution and will not be displaced. He is performing this service better and at a smaller percentage than ever before. Both manufacturer and retailer get value received from the services of the jobber.

Geo. B. Logan,
Pittsburg, Pa. Logan-Gregg Hardware Co.

A RESPONSE TO THE POINT.

Editor Hardware: The present status of the Hardware jobber as a factor in the distribution of goods is fairly good, but the Southern jobber has many things to contend with, chief amongst which is the inclination among some manufacturers to sell the retailer direct without leaving a sufficient margin for the jobber to do business on. Business is fairly active, but it is found difficult to maintain the heavy advances that are taking place, and we think the manufacturers are making a mistake in making such large advances at one time. It is a hard matter to convince the average retail dealer, who is not in touch with the advances that are occurring daily, that you are acting in good faith with him when you charge him 25 per cent. more for some lines of goods and 50 per cent. for others to-day than you did a week ago, and in our opinion it would be much better to make the advances gradually so they could be educated up to it by the time the maximum was reached. The future prospects of the jobber is a subject that should command the earnest and careful consideration of every one. The manufacturer should think seriously of the fact that the jobber is spending his time and money in the distribution of his products, when if such were not the case he would be at a large expense in reaching the retailer. It therefore, follows, that if we look at this view of the case from a selfish standpoint alone the manufacturer is advancing his own interests when he protects that of the jobber.

The jobber should also consider that the manufacturers have rights that should be respected and should at all times maintain the prices established by them and not jeopardize their welfare by quoting prices on any line of goods that are below the cost of production.

If the manufacturer and jobber would act well, each his own part, the lion and the lamb would lie down together and we could join the Psalmist in saying "Behold, how good and pleasant it is for brethren to dwell together in unity!"

T. W. Gathright,
Birmingham, Ala. May & Thomas Hardware Co.

THE PASSING OF THE JOBBER! WILL HE PASS?

Editor Hardware: This is a question that, at the present time, is to some extent agitating the minds of those who are interested in its solution. Some are inclined to think that the "signs of the times" indicate that the time and condition is approaching when the services of the jobber can, and will be dispensed with. In answer, this conclusion can safely be taken for granted: That, as long as he is needed, he will remain, and when his services are no longer a necessity for the general good he will "pass." The writer has for many years been engaged in mercantile business, and has during that time noticed, more or less closely, the changes in methods for doing same. He does not see that conditions relating to the distribution of goods are very much different now from what they have been in the past. There has always been a desire on the part of both retailer and consumer to get goods from first hands, and there have always been some manufacturers who, from necessity, or from thinking they can in that way make a better profit, have gone directly to the retailer or consumer with their goods. It is said that the original Oliver Ames, when he first began to make shovels, took them on a wheelbarrow and peddled them around in his neighborhood. As his business grew his method for distributing changed; first, by marketing his goods through the retail stores in his own county and State, and, later on, using the jobbers to supply the trade of the whole country. This is a fair sample of the way business has to be handled. A large manufacturer cannot, in the most economical way, market his goods in any other way than through the jobber, and we may be sure that economy will be the factor that will determine the method. The services of the jobber will be required as long as he is the cheapest avenue through which to distribute goods. When a cheaper is found he will "pass."

C. W. Hackett,
St. Paul, Minn. C. W. Hackett Hardware Co.

DAYS OF THE JOBBER NUMBERED.

Editor Hardware: The present status of the jobber is very good, brought about by the rapid advances which, at this time, have extended throughout the entire Hardware line. But don't be deceived; it is only for the time being; it's only a taste of good things that cannot last. It is like the little boy that dams up the branch; the rising water dissolves the sand and moves on. So it is to-day in the Hardware business. Prices will rise, but the break will come, and we smaller jobbers will suffer.

As to the future prospects, I hold a view that is not very popular at this time. In my opinion, the days of the legitimate Hardware jobber are numbered. The large houses are growing larger, and dealing in everything from baby carriages to white elephants, becoming nothing more or less than department stores on a small scale. The legitimate jobber is growing less year by year. The business is becoming more concentrated, where a few years ago you would find a good number of jobbing houses in all the larger cities. To-day where are they? Take your own city, New York, then Philadelphia, Baltimore and throughout the United States; they have been forced from one cause or another to discontinue.

In the limited space given I cannot give fully the faith that's in me. But of one thing you can rest assured, the day of the small jobber is nearing the end. They must either grow bigger, and that quickly, or in a few years cease to exist. Yours truly,

W. A. Parker,
Atlanta, Ga., March, 1899. Beck & Gregg Hardware Co.

W. C. Heller & Co., Montclair, N. J., the well-known manufacturers of Heller's Steel Hardware Shelf Box, a sample of which is shown upon the inside front cover of to-day's issue, have issued a handsome catalogue showing not only these boxes and their appearance in various modern Hardware stores, but also containing illustrations of their screw cases, tool brackets, mail boxes, riding harrow, box pulls, wire stretcher, ripping plow, etc. These articles are fully illustrated and described, and in a note of introduction the manufacturers say: "We present this our catalogue, to men of business, not alone to exploit our ideas, but with a view of interesting you in the various goods of our manufacture, details of which are given in the following pages in as concise a form as possible; if inadvertently we have omitted parts and you need information, let us hear from you; we will be only too pleased to receive your inquiries, assuring you prompt service and courteous treatment. We trust this catalogue has been published to our mutual benefit."

John B. Comstock, more generally known to the trade as "The Man in the Corner," will be found hereafter at the office of the Corbin Cabinet Lock Co., at New Britain, Conn.

Digitized by Google

UNDERHILL, CLINCH & CO.,

94 Chambers Street, New York.

GENERAL HARDWARE JOBBERS,

AND AGENTS FOR THE FOLLOWING FIRMS:

G. W. BRADLEY'S SONS,
WESTPORT, CONN.

HAND MADE TOOLS OF LONG ESTABLISHED REPUTATION.

AXES: Chopping, Ice, Firemen, Dock. Coopers' Tools, Drawing Knives, Cranberry Hoes, Shuffle Hoes, Box Scrapers, Cotton Hooks, Mill Picks.
HATCHETS: Shingling, Lath, Broad. Turpentine Tools, Bush Hooks, Grass Hooks, Butchers' Cleavers,
Coopers' Adzes and Broad Axes.

HORTON'S SHIP CARPENTERS' TOOLS.

American Screw Co.
Screws, Rivets, Tire Bolts, Stove Bolts, Wire Nails.

Oliver Ames & Sons,
Shovels, Spades, Scoops.
We carry the largest stock and assortments of their goods in the United States. . . . . .

Nicholson File Co.
Files. ∴ Rasps.
"Nicholson" Brand.

Norwalk Lock Co.
Locks. ∴ Knobs.
Builders' Hardware.

Snell Mfg. Company.
Augers, Bits, Screw Drivers.
Carpenters' Tools.

Saugatuck Mallet & Handle Works.
Handles, - Mallets.
Doscher's Hand Made Planes.

Brainerd-Tanner Co.
"Dickson ' Transom Lifts

Anton Auer.
Wrought Iron Goods

National Saw Co.
"Richardson" Saws.

GERMANTOWN TOOL WORKS,
GERMANTOWN, PENN.

Manufacturers of . . . . .

ALL KINDS OF **Hammers and Hatchets**

Best Quality and Finest Finished of any Goods Made in the World. . . . .

. . . OF REGULAR AND PATENTED SHAPES.

SEND FOR CATALOGUE OF ANY OF ABOVE.

Digitized by Google

...WITHOUT A PEER...

The '99 Apollo

Highest Grade. Finest Finish.

$50.00

The Vesper, • $35.00

Fauber pattern hanger, expanders in seat post and handle bar, Morgan & Wright tires.

Devon, • • $25.00

Two-piece hanger, Goodyear tires.

Cycloe and Fairy Juveniles,

20, 22 and 24-inch wheels, M. & W. tires.

BICYCLE SUNDRIES, BASE BALL AND TENNIS SUPPLIES, FIRE ARMS, FINE FISHING TACKLE.

... UNITED STATES AGENTS FOR ...

J. & D. Clark's Golf Clubs and Musselburgh Balls.

EDW. K. TRYON, JR. & CO.

PHILADELPHIA.

SEND FOR CATALOGUES AND MENTION CLASS OF GOODS DESIRED.

ALFRED FIELD & CO.,

SOLE AGENTS IN THE UNITED STATES.

93 CHAMBERS ST., - - - NEW YORK.

NEW YORK, March, 1899.

GENTLEMEN:—We control for the United States the best Cutlery in the world, made by

JOSEPH RODGERS & SONS, Limited,

No. 6 NORFOLK ST., SHEFFIELD.

This Cutlery TALKS and one customer influences another. We should like to have you take it up and feel sure you will never regret having done so.

Leading Goods:

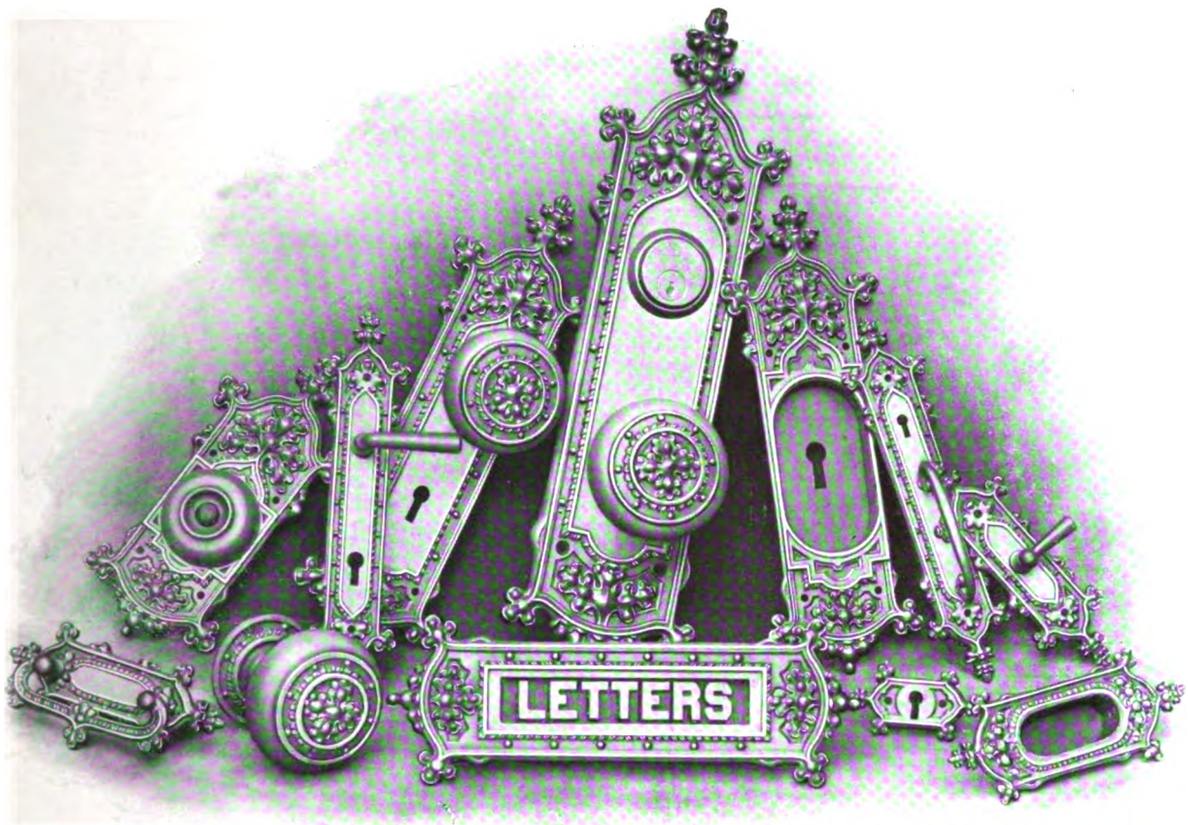
Pen and Pocket Knives,	Carvers, Butchers' Knives,	Slicers, Cooks' Knives,
Erasers, Table Knives,	Kitchen Knives, Bread Knives,	Scissors, Razors, etc., etc.

These goods are not cheap—but, though primarily high priced, are the cheapest in the end. We shall be glad to open correspondence with you and will, on application, send you illustrated catalogue and price list.

No Goods Genuine Without This CORPORATE MARK

ALFRED FIELD & CO.

Digitized by Google



Kirkby Design (English Gothic). Sargent's Artistic Hardware.

Now-a-days there is an increasing demand for the artistic in Hardware and it is in response to this demand that the design shown above has been made. It is of solid bronze, and for certain classes of work is just what is wanted. This is not our only design; we have a great variety to please all tastes, to harmonize with all schools of architecture and to suit all pocket books.

In the North, in the South, in the East and in the West, buildings of all kinds have been trimmed with Sargent's Artistic Hardware. Among Home-builders especially it has a stong hold. Everywhere the story is the same—it gives satisfaction.

The Hardware dealer should sell goods that give satisfaction. If your customer is convinced of the merits of Sargent's Artistic Hardware, he will not be satisfied if you substitute something else. Give him Sargent's when he calls for Sargent's and he will be pleased and you know "the best advertisement is a pleased customer." Besides it is easier to sell goods that are called for—goods that your customer believes are the best—goods that are the best.

Sargent's Artistic Hardware is well advertised—another reason why the dealer should sell it; it's easy to sell goods that are well advertised.

If you want information as to Sargent's Artistic Hardware, your inquiry will meet with a prompt response.

Sargent & Company,

NEW YORK,
149-151-153 Leonard St.,

PHILADELPHIA,
717-718 Witherspoon Bldg.

BOSTON,
112 Water St

Factories at NEW HAVEN, CONN.

Digitized by Google

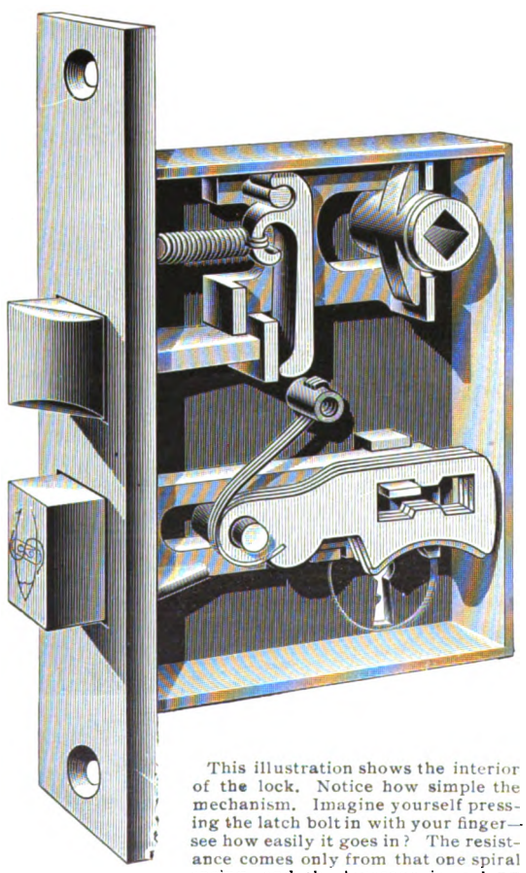
Sargent's Easy Spring Locks.



This cut illustrates in reduced size one of Sargent & Co.'s fine locks for inside doors. It has a good heavy face, with large bolts, and is substantially made in every way. The keys are our patent forged steel keys and are nickel-plated. We make also the Sargent's Cylinder Locks, with grooved flat keys, to which our Easy Spring is also applied.

The hardware is but a very small item in the whole cost of a building, even if the very best is used; the difference in cost between good locks and poor locks is so little that an owner would not consider it a saving to use poor locks if the matter was brought to his attention. After a lock is mortised into the door it is out of sight excepting the face, and that is often painted over.

Because the work is so easily concealed poor locks are often used to save a few cents, and the discomfort of poorly made goods has to be borne by the occupant of the house day after day, until the lock breaks down or some of its badly constructed parts give way, or until the owner becomes impatient with its awkward work and sends for a locksmith.



This illustration shows the interior of the lock. Notice how simple the mechanism. Imagine yourself pressing the latch bolt in with your finger—see how easily it goes in? The resistance comes only from that one spiral spring, and the leverage is so long that the latch bolt moves very easily. That same spiral spring works firm on the knob, as shown in the illustration on the following page.

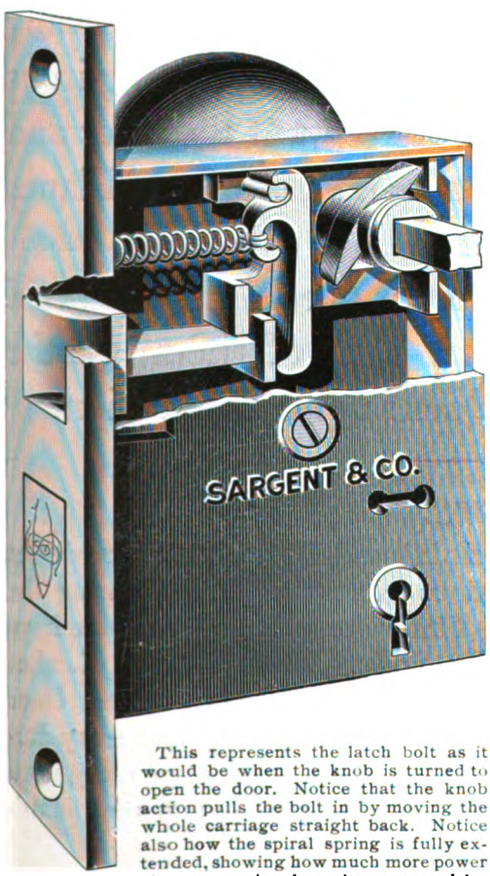
The Locksmith will probably surprise him with the information that the lock had never given any security and that it is not worth repairing. A new lock has to be put in at a greater cost than a Sargent's lock would have cost originally, and the nicely finished door is marred by the unavoidable soiling of the woodwork.

Digitized by Google

Sargent's Easy Spring Locks.



Here we have pushed the latch bolt in as it would be when the door is being shut—now you can see how it works. Notice that the latch bolt is in as far as it can go, and that the spring is extended only a little bit; this is how we get the "Easy on the Latch Bolt." It is a good feature, and, with the combination of a firm action on the knob, makes Sargent's Locks the best working locks that are manufactured.



This represents the latch bolt as it would be when the knob is turned to open the door. Notice that the knob action pulls the bolt in by moving the whole carriage straight back. Notice also how the spiral spring is fully extended, showing how much more power that one spring has when operated by the knob; this is how we get the "Firm on the Knob" with so few parts, which, together with our "Easy on the Latch Bolt," is giving so much satisfaction to the users of Sargent's Easy Spring Locks.

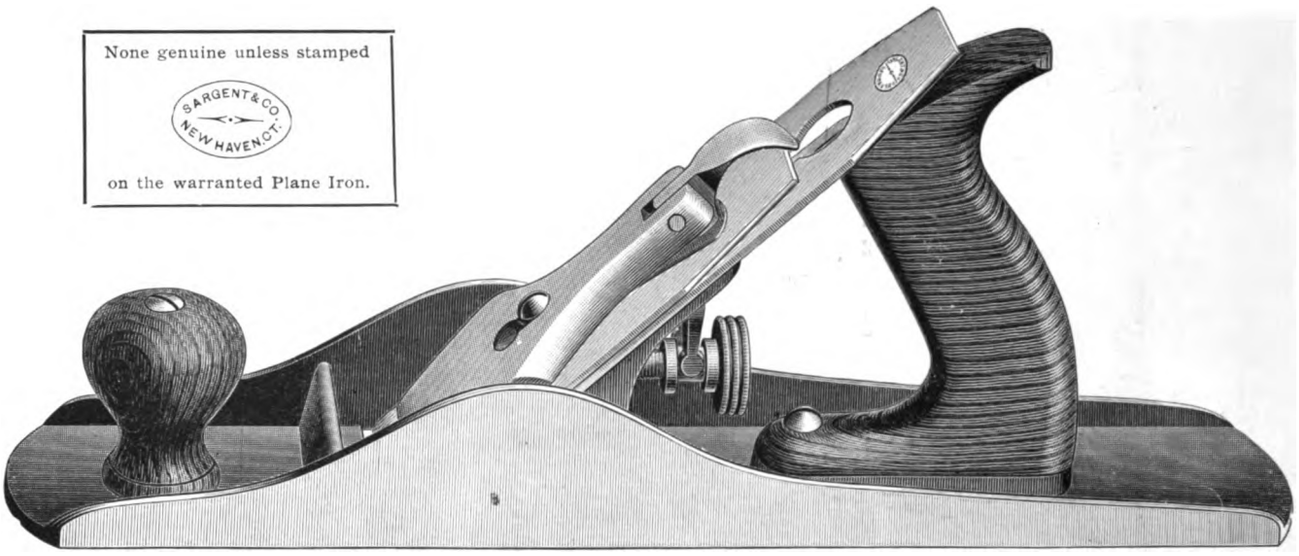
If Sargent's Locks are used they will not only last as long as the house stands, but they are secure against intrusion, and will always give comfort in using, because of their strong parts and proper mechanism, but especially because of the peculiar Easy Spring principle, the working of which we have tried to make plain with the accompanying illustrations.

Our Easy Spring, which is applied to all locks having the name Sargent & Co. cast on the Lock, enables the Latch Bolt to work very freely so that the door does not have to be slammed, nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring with a long leverage for the Latch Bolt and a direct pull for the Knob, thus producing the desirable combination of Easy on the Latch Bolt, Firm on the Knob. It has great durability; there is nothing to get out of order; it works beautifully.

Inside Locks and Front Door Locks are made with our Easy Spring principle, and it is also applied to Sargent's Cylinder Locks, which have the small grooved flat keys. All Hardware Dealers should carry Sargent's Easy Spring Locks.

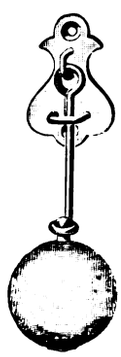
Digitized by Google

Planes that Stand the Test.



Every mechanic wants to use the best Planes and every hardware dealer should sell the best. Sargent's Iron and Wood-Bottom Planes are fully warranted tools that will stand the daily test of the work-bench. They are thoroughly made, only the best material entering into their construction. They are mechanically perfect, fitted with improved adjustments and have cutting-irons that are tempered just right. They are carefully put together and handsomely finished. All these points count in favor of our Planes when the mechanic is making his selection.

You can make sales if you have the right goods in stock, and Sargent's Planes, with our strong warranty back of them, are the right planes. Booklet and prices will be sent upon application.



Screen Hardware.

The season of screens is so nearly here that it is well for the hardware dealer to make preparation for the sale of the various trimmings needed during the summer months. In our catalogue of Screen Hardware recently issued we have a complete line of Spring Hinges and Door Springs, Screen Door Catches and Latches, Screen Corners for Windows and Doors, Sash Lifts and Door Pulls, Bolts, Knobs, Hooks; in fact, a line comprising everything necessary during "fly-time" including our "No-Slam" Screen Door Check, now recognized as a summer necessity. If you have not received a copy of our Screen Hardware Catalogue we will gladly send you one upon request.

SARGENT & CO., Manufacturers,

NEW HAVEN, CONN. NEW YORK. PHILADELPHIA. BOSTON.

Digitized by Google



HIBBARD, SPENCER, BARTLETT & CO.,

JOBBERS OF

HARDWARE, CUTLERY, GUNS AND SPORTING GOODS,

CHICAGO.

Digitized by Google

Bindley Hardware Co.,

Manufacturers and Jobbers,

PITTSBURGH.

Sole Sales and Distributing Agents

FOR THE

UNITED STATES

OF THE

Pittsburgh Visible Writing Machine

THE BEST—Because the writing is always in full view; it has perfect action, superior and simple construction, and cannot get out of alignment—important points to be considered in buying a writing machine.

PROGRESSIVE AGENTS WANTED IN UNOCCUPIED TERRITORY. . .

Farwell, Ozmun, Kirk & Co.

St. Paul.



WHOLESALE HARDWARE,

CUTLERY, BICYCLES

AND

Sporting Goods.

United States Steel Lock Co.,

CLINTON, IOWA.

Manufacturers of

WARNER LOCKS

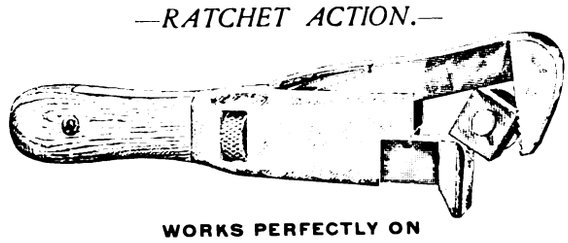
AND

ARTISTIC HARDWARE.

Send for Price List.

The IMPROVED WHITING WRENCH

—RATCHET ACTION.—



WORKS PERFECTLY ON

PIPES as well as NUTS.

(This is no "pipe-dream" either.)

The PRICE is also IMPROVED.

6	inch,	$6.00	per	dozen.
10	"	10.00	"	"
12	"	12.00	"	"

THIS IS A SELLER.

LIBERAL DISCOUNT TO THE TRADE. SEND FOR CIRCULAR

WHITING MFG. CO.,

NORTHBOROUGH, MASS., U. S. A.

Digitized by Google

DO YOU HANDLE AMMUNITION?



If so, You may be interested to hear of the

SWEEPING VICTORIES

WITH

Peters Cartridges



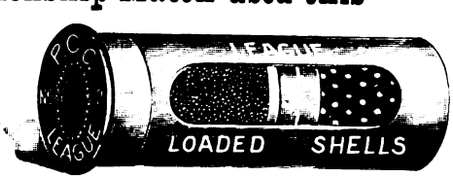


At the Fifth Annual Sportsmen's Exposition Tournament at New York, March 2 to 15, F. C. ROSS won the RIFLE CHAMPIONSHIP; H. M. POPE, LOUIS BUSS, and E. S. PILLARD tied for FIRST PLACE in CONTINUOUS RIFLE MATCH, and Dr. A. A. WEBBER won the PISTOL CHAMPIONSHIP.

ALL USED PETERS CARTRIDGES.

Nine of the Twelve Winners in the Championship Match used this Ammunition.







We Manufacture a Full and Complete Line of

Metallic and Shot Gun Ammunition, Primers, and Gun Wads.

Write for Catalogue. We may be able to interest you.

PETERS CARTRIDGES. LOADED WITH KING'S SEMI-SMOKELESS POWDER,

Means the Highest Development of Modern Ammunition.

Manufactured by ***PETERS CARTRIDGE CO., Cincinnati, Ohio.***

EASTERN BRANCH, 80 CHAMBERS STREET, NEW YORK. . . T. H. KELLER, Agent.

Digitized by Google



RECTOR AND WILHELMY Co

WHOLESALE

HARDWARE

OMAHA, NEB.

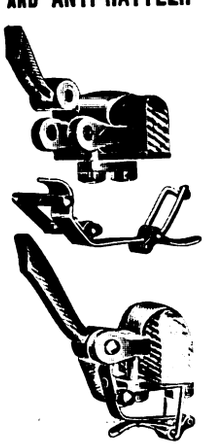
OUR FOREMAN SAYS

WE MAKE THE PRICES. WE CARRY THE STOCK. I GET OUT THE ORDERS. WE PAY SPECIAL ATTENTION TO MAIL BUSINESS. :::::: WE WANT YOURS.

...The Fernald

QUICK SHIFT and ANTI-RATTLER

FERNALD QUICK SHIFT AND ANTI-RATTLER



Patent Applied for.

Combined is the best on the market. Fits any buggy, old or new. Can be changed from shaft to pole or pole to shaft in an instant without the use of tools of any kind. There is no rubber, leather or wear plate to give out, being made of one solid piece of oil-tempered spring steel. Bolt to be malleable or drop forge, wrought or steel, and the price within the reach of all.

We also manufacture Burton's No. 1, 2 and 4 Fernald Wire, Wire Drive and Gem Wire No. 1, 2 and 3 Anti-Rattlers, ranging in price from 50c. to $9 per pair.

FERNALD MANUFACTURING CO.,
NORTH EAST, PA., U. S. A.

LET US QUOTE YOU PRICES

... *On General and Heavy* ...

HARDWARE.

We Will Give { FINEST QUALITY, LOWEST PRICES, QUICK DELIVERY.

WEED & CO., Buffalo, N. Y.

Established 1818.

Picturers that Pay. The ordinary cuts furnished by manufacturers are not suitable for newspaper advertising—they blur. We draw our own pictures of Hardware, Household Goods, Tools, Athletic Goods, Bicycle Sundries, Cutlery, Silverware, etc, for our retail advertising. By illustrating your "ads" you will increase their value 50 per cent. We will sell these cuts at 25c. each.

Send for Catalogue. WEED & CO., Buffalo, N. Y.

Digitized by Google



N. Y. Central R. R. Station at Amsterdam, N. Y., roofed with Merchant's Copper Spanish Tiles

Merchant's Metal Spanish Tiles and Gothic Shingles.

ORNAMENTAL. STORM PROOF. EASILY LAID.

We have three distinct sizes for straight surfaces; also a **Special** Graduated Tile for Conical Surfaces

These Tiles are endorsed by leading Architects and Engineers for first class buildings, such as Railroad Depots, Dormatories and Public Buildings, Churches, Schools and Residences.

WE HAVE ILLUSTRATED CATALOGUE WHICH IS MAILED FREE UPON APPLICATION.



PATENT APPLIED FOR.

The "Star" Ventilator and ... Combination Skylight Star Ventilator.

Ornamental, Durable, Storm Proof, Effective.

DOWN DRAUGHTS PREVENTED.



The principles of Hygiene demand light as well as ventilation. The Combination Skylight Star Ventilator combines both these principles—giving largest possible area of light consistent with the size used. For ventilating Churches, School Houses, Breweries, Cotton and Woolen Mills, Foundries, Power Houses, &c. Large quantities of these Ventilators supplied for U. S. Government Barracks, Hospitals, Depots, etc.

SEND FOR ILLUSTRATED BOOKLET ON VENTILATORS FREE FOR ASKING.

Merchant's High Grade Roofing Plates,

Coated by the Palm Oil process. Each Sheet Stamped. No Wasters.

The Brands are:

- "Merchant's Old Method." (Heaviest Coated Roofing Plate Made.)
- "Merchant's Roofing." (Extra Heavily Coated.)
- "American Old Style."
- "Camaret" and "Alaska." (Heavily Coated).

Merchant & Co. Inc.,

517 Arch St., Philadelphia.

245 Water St., New York.

Manufacturers of

SOLDERS, BABBITT METAL, ELECTROTYPE, LINOTYPE, and Other Mixed Metals.

584 Flushing Ave., Brooklyn.

36 La Salle St., Chicago.

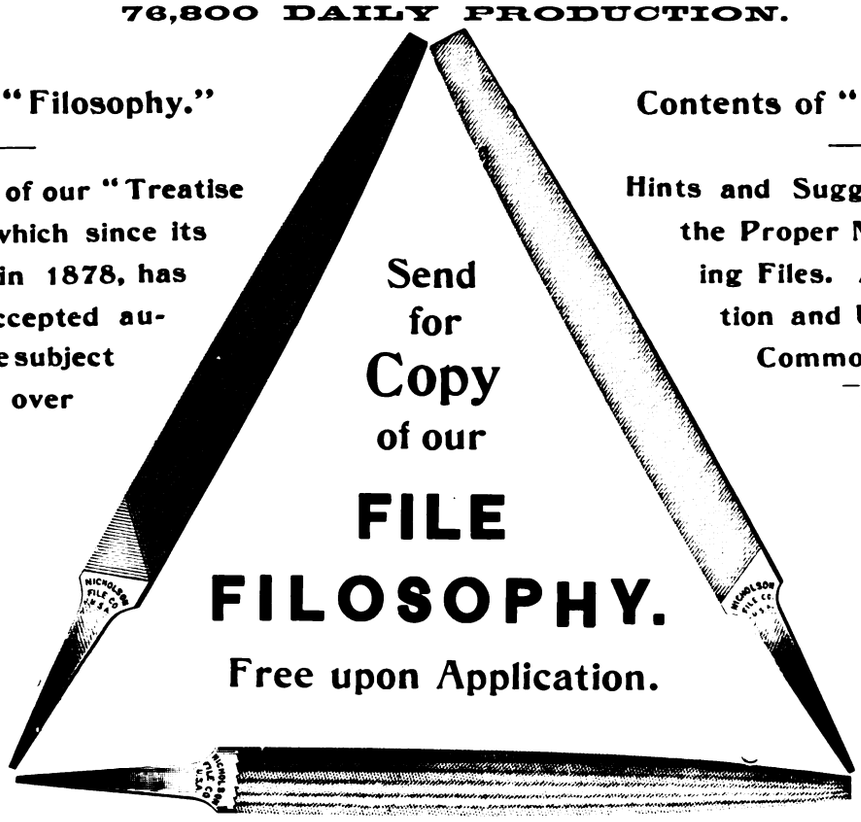
Digitized by Google

NICHOLSON FILES SOLD ALL OVER THE WORLD.

76,800 DAILY PRODUCTION.

Nature of "Filosophy."

An abstract of our "Treatise on Files" which since its publication in 1878, has been the accepted authority on the subject of Files all over the World.



Contents of "Filosophy."

Hints and Suggestions as to the Proper Method of Using Files. Also Description and Uses of Most Common Files.

Invaluable to Users.

NICHOLSON FILE CO., PROVIDENCE, R. I., U. S. A. Largest Makers of Files and Rasps in the World.

SAM'L M. NICHOLSON, Pres't & Gen. Mgr.

THE WALDA SECTIONAL WINDOW WEIGHT

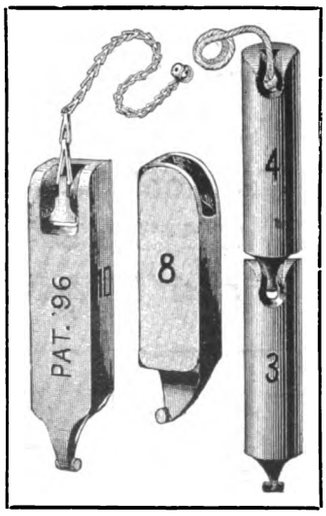
Is sold only through the HARDWARE TRADE, All inquiries referred to the Local Dealer.

Square and Round Weights.

Only 10-inch pockets required.

Lock at right angles.

Take place of lead weights at one-sixth the cost.



Save time and delay by balancing exactly at the time.

Weights crated with 100 lbs. in Box. Both plainly marked.

THE HARDWARE DEALER requires only five sizes to fill any order.

Send for circular.

BARNEY & REED M'F'G CO., 85 WATER ST., BOSTON, MASS.

Digitized by Google

BOXING THE JOBBING COMPASS.

THE PACIFIC COAST JOBBER.

Editor Hardware: The era of business depression and shrinkage of values, which has been the lot of the Pacific Coast jobber almost without interruption since 1892, seems to be drawing to a close. It has been a period of perplexity and discouragement, of uncertain and depreciating values, of profits insufficient to adequately compensate for the investment of capital required, the risks incurred and the toil necessary to overcome the difficulties of the situation; yet, while all these embarrassments have been great and the waiting for better days wearisome, it has not been without its advantageous lessons of economy, closer application and more systematic methods, and therefore the more fully equipping the jobber to meet any emergency or condition that the future may have in store for him. The dawn of better days, of brighter prospects, of greater activity, is at hand; the limit of abnormally low prices, so prejudicial to all branches of trade, whether of manufacturer, wholesaler or retailer, appears to have been reached; the reaction has commenced, and with advancing prices based upon juster values of raw material, labor and finished product, the encouragement to renewed effort towards greater development and improved methods of distribution is more pronounced and noticeable than ever before.

MERCANTILE ASSOCIATIONS.

The formation of associations among jobbing merchants, having for its object the cultivation of more cordial and friendly relations with each other, has been the means of developing an inherent power and source of strength too long permitted to be unused. Some, indeed, considered the idea too Utopian to be of practical benefit, others as impossible of accomplishment, and still others, that, if formed, they would be of too transient a nature to be of value, if, indeed, they would not tend to still greater evils, but the necessity and benefit of giving consideration to the actions of a brother competitor instead of continuing a law unto one's self, and ordering a policy in selling goods wholly indifferent as to its effect upon others in like business, has at last forced upon the jobber the need of cultivating more friendly relations and holding frequent consultations with his rivals, and so, born of the chastening influences of business depression, and following the example set by others in different parts of the country, and as recommended by the National Hardware Association, the jobbers of this Coast have united in an association for the purpose of kindly intercourse and consultation, to consider various subjects of business policy affecting alike the common interest of all, and the result has been the establishing of such cordial relations and harmony of action between its members, as to greatly alleviate, and in numerous instances entirely overcome the difficulties and pernicious practices which formerly prevailed, seemingly so insurmountable and impossible to rectify.

Unity of purpose gives strength, and friendly discussion develops wisdom and judgment in discerning, and, where possible, remedying the most perplexing proposition.

CLASSES AND FUNCTIONS OF DISTRIBUTORS.

The appreciation of the fact that three separate and distinct orders or classes of distributors, viz.: the manufacturer, wholesaler (or jobber) and retailer, are necessary to the economical distribution of products, each restricted to his different functions in the selling of goods, is, by the current of events, becoming more generally recognized by the business community, and that when the avenue to which each should confine his efforts in gaining trade is crossed over and the pathway of the other illiberally encroached upon, conflict and opposition will ensue that will impair the reasonable profit to which each is entitled.

The manufacturer is located at a point where cheapest production consistent with favorable transportation to his market can be maintained, and he looks for large orders from comparatively few customers as yielding him the most economical results. The jobber situated usually at a prominent railroad centre places his orders with the manufacturer in advance of requirements—affording time for producing—in quantities adequate for the prompt supplying of retailers established in every city, town, village, and, perhaps, cross-road, that can be reached by traveling salesmen employed to distribute these manufactured products, educated as to their merits, and familiar with the requirements of their customers.

The retailers in turn in their respective localities supply the goods to the consumer or user, and thus the chain is complete from the manufacturer to the consumer. The various profits necessitated by goods passing through several hands work no hardship to any one; far from it; for by no other means would prices be so low to the consumer; for if the jobber was eliminated the cost to the retailer would be increased, because it would necessitate his purchasing in small quantities from a great number of manufacturers, at serious inconvenience and delay in getting goods which are required promptly, and the manufacturer's expenses in distributing a limited line of goods in such small quantities to so great a number of customers, would be so increased in employing traveling salesmen and additional clerical help, as to greatly exceed that of the jobber whose stock embraces a great variety of goods assembled from many different sources; therefore the cost to the retailer would be greater and consequently would be increased to the consumer. In the same way if the retailer was excluded the cost to the user would be greater, as it would be impracticable for the jobber to distribute direct to the consumers. They could not reach them, therefore the three divisions which have their separate and distinct characteristics are necessary to the cheapest method of supplying the community, and it cannot be served by a more satisfactory method than at present employed, i.e., from manufacturer to jobber, from jobber to retailer, and from retailer to consumer; there are exceptions, of course, and which will occur to all business men; but, as a general rule, these distinctions must be recognized and observed, or confusion, demoralization in prices and unsatisfactory results will ensue to the detriment of all, but with these separations clearly kept in view and the prerogatives belonging to, and due from each, strictly enforced, the greatest benefit to all will obtain.

IMPORTANCE OF THE TRANSPORTATION SUBJECT.

The transportation problem to the jobbers of this coast has always been a question of vital importance and not infrequently a matter of great concern owing to the serious fluctuations in rates of freight; it has been the battle-ground of many railroad tariff wars, and the wounds inflicted upon all parties in the contest although healed over by a more equitable adjustment of rates, and through a better understanding of the conditions that should regulate the subject, will ever be remembered and probably respected. The great ocean waterway will always remain open, it is a free

Digitized by Google

course that can never be closed, controlled, or subsidized, and the advantages of transportation which it affords will prove a safeguard and guarantee against excessive rates to the shippers of certain classes of freight of which the tonnage distributed from our markets is quite large, and which to a great extent will control the situation in favor of the jobber.

RELATION OF JOBBER TO THE MANUFACTURER AND RETAILER.

The jobbers of the Coast are all practically located at seaport cities which are centres for railroad, river, and ocean transportation, and are therefore most advantageously situated to command the lowest rates of freight, and for shipping to the interior. Acting as the immediate distributors of the products of distant manufacturers they are closely allied, and not independent of or antagonistic to each other, their interests are mutual and their business relations reciprocal; to derive the greatest benefit each is essential to the other. In substantially the same way the jobber and retailer are united by bonds of a common interest; the former restricted virtually to and dependent upon the trade of the latter, their welfare and prosperity is promoted by, and largely contingent upon the cordial relations that should exist between them. In his efforts to obtain trade the jobber is mainly confined to this primary and necessary avenue of business, he should recognize his obligations towards, and dependence upon this chief source of demand, always bearing in mind that without protecting the retailer by a just and legitimate profit he is not only injuring himself, but impairs the strength of the constituency whose welfare he should seek to promote; and in return the retailer recognizing the many advantages and inducements thus proffered should reciprocate by drawing his supplies as required from the jobber.

It will be seen therefore that the wholesaler cannot be ignored or superseded without detriment to the community; his position is a necessity in the economy of distribution; he is the medium upon which the manufacturer leans and upon which the retailer depends.

FUTURE OF THE PACIFIC COAST JOBBER.

The Pacific Coast wholesaler has had a varied experience during the past fifty years, he has enjoyed seasons of great activity and welcomed prosperity when business was wholly satisfactory and the prospect seemed very rosy, in consonance with its sunny skies and genial climate which is his heritage; and again he has passed through periods of depression and reverses that put to the test his capabilities and strength, but through all these vicissitudes becoming yet more firmly established on a sounder basis, and his sphere of action more widely extended, his business will expand as the country develops, and it may be that the opening up of closer relations with China, Japan, the Philippines and Hawaii, will in time present other and favorable fields for his enterprise and activity; however this may be there is no gainsaying the fact, that as long as Hardware and its kindred lines continue to be manufactured and used, just so long will there be an abiding place and a vocation for the Pacific Coast jobber. BRACE HAYDEN,

Dunham, Carrigan & Hayden Co.

San Francisco, March 15, 1899.

THE WESTERN JOBBER.

Editor Hardware: The particular thing we first notice about the above-named individual is that he is mostly handsome, all of him is smart and some of him is rich. His territory can be defined as everything west of a line, say 150 miles west of St. Louis, to a point where he and the Pacific jobber meet, which extends to the borders of Arizona at least. He claims everything in sight, and the most of t he gets. With an apology to the posterity of a dead poet, this writer will paraphrase as follows:

"No pent up Utica contracts his vision
The most of the boundless continent is his'n."

This Western jobber wishes it understood that his particular territory is 8000 miles deep, reaches to the stars, and that if he could annex New Jersey, he would even consent to attempt the conquest of this home of the trusts.

The aurora borealis of the north and the gulf stream of the south mark the confines of the pushing representatives of this Western hustler.

The Western jobber is a gentleman of expansive ideas. He is just as original in thought, just as virile and unique in its application, motive and purpose, just as forceful and comprehensive in both bulk and detail of business, just as big, broad, brawny and brave, just as brim full of the energy which brings success, as is the imperial territory in which he operates, representative of the greatness of these United States.

This may not "set" well upon the esteemed but "effete" East, but it's all right, hard headed fact just the same.

Permit the writer hereof to say for his Western training, and for the defense of "Western ideas," so called, that it is out of this region that matters of stupenduous import have been born, and their places in history, in men and measures, occupy illustrious position.

True enough this West is the home of the "crank," "fanatic," the "free silver lunatic," "fools" and other politicians, but only because some people believe that agitation is better than stagnation, and "salvation" preferable to "damnation," as applied to economical questions of theory or fact.

Your Western jobber is a modest man, especially in the distinguished and awe inspiring presence of the beatific creature, who announces himself as "the representative of Wind, Gall & Co., of New York, sir." The busy jobber, who is not readily impressed with the things he sees in this world, doubtless says "take a chair, sir," and continues his work. Most likely that work is planning a "coup" to coop or scoop his esteemed competitors up the river somewhere.

Presently the "representative" breaks in with the announcement that he is the etc., etc. of etc., etc., "the largest makers in the world, sir, of my line of goods," and he is forthwith told to "take two chairs, sir."

Your Wester jobber don't "go" much on style or magnitude. He does "go" a good deal on free passes, goes for free lunch quite often and some of him goes "broke" while sitting up with his ante.

There is nothing "small" about our friend of whom we write. He cannot pull his buttoned shirt over his head like other distinguished statesmen, but he can pull the wool over the eyes of some of his friends from Arkansas, or he can close a contract for a large gain or a heavy loss with just as much sang froid as any cold blooded villain from "back East" ever did.

He has enough mental acumen to discuss intelligently about Ibsen, Dobson or Tolstoi; but what pleases him better, is a solar plexus blow applied to the anatomy of the meretricious "cusses" whose efforts seem directed to confiscate in one sense, to effect consolidation in another.

Your Western jobber is not a unit. Strange if he should be. *Hardware* is not responsible, the Western jobber is not responsible, but your humble servant is responsible for saying this:

He believes that the majority sentiment of the Western jobber is unalterably opposed to a centralized government or a centralized economic system which perverts all the ethics of individualism and individual right, into the sole, selfish, swinish possession and disposition of a company of men, who by reason of wealth can for any time levy tribute beyond that which is justified by the natural operations of well known and fixed laws of trade.

Some of the Western jobbers can be called "anarchists" if such beliefs are "anarchy."

To-day the humiliating, actually startling spectacle is

Digitized by Google

beheld of the Standard Oil Company of Ohio pleading in its supreme court that to produce its books in obedience to a mandate of law would be to incriminate itself, and as the law which it has contemptuously violated for years is made ineffective by another law which says a thief or a robber or an adulterer cannot be coerced into incrimination by his or its own testimony, the trust offers its guilt as an extenuation for guilt, and places millions more into trusts to repeat its practices in days to come.

Some of your Western jobbers occasionally stop long enough from the grind of business to ask where and when, with all due respect to our present "dictators," is this thing to stop?

If for years the greatest violator of law has successfully defied courts—and if laws be inoperative; if the parent of a brood of children be himself a conscienceless scoundrel before the courts of a State, pray tell what may not the children do it they aspire to equally infamous memory?

If aggregated wealth can make ineffective and inoperative the least meretorious enactment designed for its government, pray tell your obtuse brethren out West what difference there is between a thief in rags and a robber in robes?

If a criminal is a man who violates the law of the land, is it improper for the descendants of the Puritans who have peopled this "rowdy West" with sterling character, to rise up in judgment and demand of the violator of the law that he first become amenable to its restrictions, before he condemns the other man who sees no difference between petty theft or enormous illegal "absorption?"

When we shall have attained to a moral status that classifies theft and robbery and crime and defiance of law as one and the same thing in act, pretense and effect by whomsoever committed, under whatever conditions fostered or perpetrated, then we may hope to attain to a state of trade civilization at least, which every sincere, earnest honest soul on earth believes in, and would like to see practiced, but which he alone sees possible in the teachings of Jesus Christ.

The Western jobber possibly has been as successful, if not the most successful, in maintaining an esprit de corps, which has added profit, happiness, honor to his business.

Out West we haven't the inertia of settled and stated territory, therefore your Western jobber honestly admires his competitor who seeks a share of an ever expanding field, and yet from which all must take their share. This leads to one thing which the manufacturers probably will verify, and that is that so far, the Western jobber is less ferocious as a price-cutter, less selfish, monopolistic.

Some of your Western jobbers are changing their political views affecting economic questions. In this they show wisdom.

Strong "protectionists" are rapidly veering toward "free trade." Political ties are badly shattered out West, but commercial interests around here are not frightened.

Some Western jobbers believe that they have a desire to see absolute free trade for such a period of time as will beyond all possibility of question demonstrate a few things.

One thing is: If a protected "infant industry" can enter the open markets of the world and sell its product in foreign lands for less than it does at home, how long should it be "protected" and how much "protection" hould it have? Another is: If the aforesaid "protected" industry, by reason of a duty on its product, can advance its price 40 per cent. to the consumer and make a big display in a 5 to 10 per cent. advance in wages to its employees; if it can purposely maintain such an outrageous condition of affairs by reason of its "protection," regardless of the economic features involved which do not and cannot justify such a condition, how long and how much ought such robbery to be legalized?

These matters are being studied, and some of the Western jobbers, if it were in their power, would eliminate every penny of protection on wire, nails, steel, etc., and let the infant industry that can sell in other lands for less than it does at home, give its friends a fair show.

When we shall have reached a place in our business rationalism that only the most unselfish and broad minded considerations can give birth to, we will have one of two things. Free trade or optional protection.

If we are to continue protection we will be driven to an adoption of a Western idea, unless this scribe is greatly in error.

Its adoption and effect will act as a safety valve and check, and the day of the rapacious trust will have gone glimmering.

When the greatest man which Kansas ever honored by her trust was the junior senator of the State, at Washington, Preston B. Plumb, originated and advocated as we recall 15 years ago, the appointment of a tariff commission, a non partisan board, whose duty it should be to recommend to the president of the United States the abrogation of any section of the tariff law which they were satisfied was inimical to the welfare of the people of the United States, because of the fact that some special section of this law was being used to build up and maintain a monopoly.

Suppose this could possibly become a law, and suppose it could honestly be given a trial, what would happen to the American Steel & Wire Co., huge as it is, in about 60 days?

Its little toes would turn up to the daisies, its little tin can would not be the only occupant of the alley, and its dictatorial assumptions would not have as much reverence as honor has among lesser monopolists who care nothing for laws, restrictive or otherwise.

For the past the Western jobber is thankful that it was no worse, in the present he certainly is tremendously interested and engaged, and the future has nothing of dread discernable.

This jobber is an optomist and iconoclast. He is a leader and discoverer. He does not fear to invade new fields of conquest in trade or altruism.

He is by instinct and training a broad, jovial, jolly hearted, but withal modest, self-possessed and earnest "fellow." He is a student in detail, philosopher in retail, and a 13-inch breech-loading force in wholesale circles.

He is a cosmopolitan in his make up and a rough rider in his stirrup.

He is loved no more nor hated the less because he is a Western jobber, but he is a distinct product whose many graces of character, many attributes of worth and accomplishments might better have been depicted by some other than myself.

The Western jobber begs through *Hardware* to extend to his esteemed friends of the East, South, Northwest, Pacific, and all other sections, an earnest assurance of his cordial good will.

H. C. Rushmore,
Gille Hardware & Iron Co.

Kansas City, Mo., March, 1899.

THE CENTRAL JOBBER.

Editor Hardware: In asking me to contribute an article to your "Special Edition" of April 10th, on the "Jobber of the Central States," I imagine you wanted to add: "Why have they grown to such a size, while East and South of us they seem to have grown less, both in size and number?" My recollections go back to the time when no jobber in Cleveland employed any regular traveling salesmen, the merchants near by coming to the market spring and fall to buy their stocks, and depending on the mail for assorting broken stocks between the seasons. I say merchants near by because a large share of the trade in this section, looked to the then large Eastern jobbers for the bulk of their Hardware. Later, Cleveland jobbers would, during the dull

Digitized by Google

season and the winter months, send out their house salesmen, but without catalogues, and with very few price-books, depending on their memory for most prices, and the customer depending on the jobbers' honesty to make prices right, where no prices were given, but gradually jobbers of the Central States began to realize that the retailers of the same section should depend on their near-by jobbers for their stock, and gradually started out regular traveling salesmen; following this with large complete and expensive catalogues, so that soon the Central State jobbers began to be the important ones and to day practically control the trade of their section.

What a great change! Take a trip through the stores and warehouses of some of the jobbing houses in this city, and where, east of Cleveland, will you find such stocks? They cannot be found, for the stocks here are not only larger, but better assorted as to the wants of the retailer in this section, than in any other city in the country. This may seem like an exaggerated statement, but one has only to make an investigation to verify the truth of same.

The causes of this transformation are many. We are located in a section where the largest quantity, as well as the largest variety of general Hardware is manufactured. The expenses of doing business are less than in the East, and the retailer by buying nearer home, procures his stock quicker, and is not compelled to carry so large a stock, which, during the declining market for many years past, previous to January last, was a very important consideration. The freight is less than from the East, and with our large catalogues in the hands of the retailers, they are enabled to sell many goods not carried in stock, ordering and receiving same within a day or two from the time the inquiry is made. Thus retailers in this section have learned they can do business with less capital by depending on their near-by jobbers for supplies, and what is, perhaps, more important, have learned they can buy any Hardware as cheap and the large tonnage of their supplies, cheaper, from the Central State Jobbers, than from those in any other city, simply because the goods are manufactured here. The Hardware manufacturers of Cleveland alone turn out thousands of dollars' worth of Hardware of various kinds daily and find a large outlet in the sale of same through Cleveland jobbers and those in our near-by cities. It is a surprise to any one, and probably to three-quarters of the citizens of Cleveland, to make a trip in almost any direction from the centre of Cleveland, and see the numerous manufacturers, employing thousands of men, and most of them manufacturing something in the line of Hardware. The capital of these Cleveland manufacturers alone runs into millions and produces thousands of articles. Our surrounding country is also lined with similar manufacturers, perhaps not so large, but adding to the variety of Hardware sold by the jobbers in this section, so that with all this material, you may say practically at our back doors, "Why should we not be in excellent shape to do business?" The Jobbers of the Central States are live, active and honorable, treating their customers in a liberal manner, and steadily increasing in size, if not in numbers, and it is the writer's prediction that they are yet in their infancy.

George T. McIntosh,
McIntosh Huntington Co.

Cleveland, Ohio, March, 1899.

THE NORTHERN JOBBER.

Editor Hardware: We are invited to write on the above subject, and would gladly comply were time afforded to do full justice to it, but the present unique condition of trade hardly permits the necessary time to prepare a readable article, and we feel certain that the same reason obtains regarding the opportunity for many to even read the trade paper, outside of its market reports.

But with our apology we must say a few words to encourage the genial manager of *Hardware* in his efforts to please the trade, and to show to the public at large the importance of this branch of commerce in the United States.

Ordinarily, the Northern territory would be defined as that section north of the now obliterated Mason and Dixon's Line, but we learn that subdivisions have been made and New England, Pennsylvania and the Lake regions are to be considered by other correspondents, consequently there is practically left only New York, commonly called the great "Empire State." The metropolis should receive first attention on account of its vast commercial importance, and while for many years it led in numbers of Hardware jobbing houses whose aggregate sales exceeded all the other cities of the State combined, yet great changes have now taken place, and the strictly jobbing houses there are not numerous.

The New York City jobbers of years gone by carried large stocks of imported Hardware and cutlery, and largely absorbed the bulk of goods made by the numerous small manufacturers of neighboring Connecticut. Their sales were scattered throughout the States and Territories "down East," "down South" and via the Isthmus and Cape Horn to the Pacific Coast. Merchants of all sections came to the city to buy usually twice a year, and "drumming" was confined to the great hotels where Mr. Merchant stopped.

The falling off in importing, and the growth of domestic manufacturing, gradually but surely changed previous conditions and the commission house representing leading manufacturers and carrying combined stocks of several such for account of the factories, grew in importance, and the jobber commenced retiring from the field.

The expense of carrying large and bulky stocks in the congested business centres of New York City, was felt and necessarily economy in distributing was studied. The building of railroads, the growth of other cities throughout the State, the spreading of manufacturers to many points outside of New England all combined to make a place for Hardware jobbers in many populous centres.

The most business in Hardware and kindred lines in New York City outside of a few large jobbers is now mainly carried on in offices where resident factory representatives attend to the immense export trade, also to the sales for direct shipment to the jobber of the North and East and while their sales may exceed the combined jobbing of former years, yet the scattering or distribution of Hardware to the small trade is probably considerably less from this point than formerly.

Outside of New York City, Hardware jobbers with good established business are located in at least eight cities—Albany, Troy, Utica, Syracuse, Rochester, Buffalo, Elmira and Binghamton.

The tendency of the times is towards localizing business and in each of the places mentioned above, the trade is largely confined to the nearby territory tributary to the respective cities. Large stocks are very generally carried, salesmen regularly visit the trade, and the nearness to customers and the now excellent facilities for shipping, insure a quick supply to the smaller dealer from the jobber's large and well filled warehouse.

There is sufficient competition to keep prices way down close to the market and the retailer is kept well posted by the trade papers, by visiting salesmen and circulars which seem to go everywhere, and undoubtedly considering the variety of goods he purchases, buys to better advantage in many respects than he could procure similar quantities from factories.

The jobbers of this State though in sharp competition with each other, have for a period of ten years maintained an organization called the New York State Association of Hardware Jobbers meeting four or five times a year and

Digitized by Google

JOHN H. GRAHAM & CO.,

113 Chambers Street and 95 Reade Street, ESTABLISHED 1870. NEW YORK.

DIRECT REPRESENTATIVES OF THE FOLLOWING MANUFACTURERS:

P. Lowentraut,
Skates, Cycle Wrenches, Mechanics' and Plumbers' Tools, etc.

Coes Wrench Company,
Coes Genuine Knife Handle and Mechanics' Wrenches.

E. Jenckes Mfg. Co.,
Crescent Coat and Hat Hooks, Bright Wire Goods, Belt Hooks, Spring Cotters, etc.

New Haven Copper Co.,
Cast Steel Augers, Cast Steel Auger Bits, Jennings' Pattern Bits, Cook's Pattern Bits, Car Bits, etc.

New Departure Bell Co.,
Door, Call, Car, Fire and Bicycle Bells, Cyclometers, New Departure Automatic Bicycle Brakes, Trousers' Guards, etc.

Whittier Cotton Mills,
Braided Sash Cord, etc.

Ohio Tool Co.,
Bench and Fancy Planes, Hand and Bench Screws, Carpenters' Edge Tools, Chisels, Handles, etc.

Edw. S. Hotchkiss,
Rat Killers, Metallic and Wood Mouse Traps, Baxter Wrenches, Curry Combs, Horse and Toilet Clippers, Lemon Squeezers, etc.

Geo. M. Eddy & Co.,
Asses' Skin Measuring Tapes, Patent and Enameled Leather Tapes, Steel Tapes, Pocket Tapes, Tailors' Measures, etc. (Largest line in the world.)

Mason & Parker,
Complete Line of Bit Braces.

Tucker & Dorsey Mfg. Co.,
Alarm Tills, Saw Bucks and Frames, Slaw and Kraut Cutters, Hat and Coat Racks, Lemon Squeezers, Tucker's Casters, etc.

H. B. Ives & Co.,
Sash Locks, Sash Lifts, Door Bolts, Window Stop Adjusters, etc.

Bevin Bros. Mfg. Co.,
Hand Bells, Gong Bells, Trip Gongs, House Bells, Team Bells, etc.

Gibbs Mfg. Co.,
Lawn Rakes, Garden Rakes, Weeding Hooks, Post Hole Diggers, Garden Trowels, etc.

McKinney Mfg. Co.,
Steel Butts, Strap and T and Screw Strap Hinges, Steel Washers, Steel Shelf Brackets, Barn Door Hangers and Rail, Stay Rollers, etc.

Wilcox Manufacturing Co.,
Parlor Door Hangers and Track.

New Britain Brass Co.,
Petroleum Faucets, Brass Racking Cocks, Liquor Cocks and Bibbs, etc.

Nolin Mfg. Co.,
Grass Hooks, Scythes, Hay Knives, etc.

Phoenix Caster Co.,
Martin's Patent Casters, etc.

L. S. Watson Mfg. Co.,
Cotton, Wool, Horse and Curry Cards, etc.

Chantrell Tool Co.,
Nail Pullers, Screw Drivers, Bicycle Chain, etc.

Atlas Tack Co.,
Tacks and Brads of every description, Rivets, etc.

American Screw Co.,
Brass and Iron Wood Screws.

A. W. Brinkerhoff & Sons,
Universal Corn Huskers.

Seymour Smith & Son,
Pruning Shears, Rockdale and Standard Tree Pruners, Breast Drills, Bull Rings, Cattle Leaders, Bench Hooks, Saw Sets, etc.

Slaymaker-Barry Co.,
Padlocks, Bicycle Locks, Builders' Hardware, etc.

Snell Mfg. Co.,
Boring Machines, Auger Bits—Snell's, Bates' and Jennings' Pattern—Car Bits, Ship Augers and Bits, Gimlet Bits, Screw Driver Bits, Nail Sets, etc.

D. W. Bosley Co.,
Window Cleaners, Floor Scrubbers, Weather Strips, etc.

Chadborn & Coldwell Mfg. Co.,
Hand and Horse Lawn Mowers, Beef Cutters, etc.

G. W. Cole & Co.,
Bicycle Saddles, Bicycle Stands, Carriers, Toe Clips, Lubricants, etc.

Cooper Hose Mender Co.,
Hose Menders.

Derby & Ball (Export),
Scythe Snaths.

Henry Disston & Sons,
Saws, Plumbs and Levels, Screw Drivers, etc.

Downey Brothers,
Bicycle Wood Handle Bars.

Charles Buck,
Tang and Socket Chisels, Gouges and Carving Tools.

D. H. Burrell & Co.,
Butter and Cheese Triers, Flour Testers, etc.

Iron City Tool Works,
Vises, Picks, Mattocks, Grub Hoes Sledges, etc.

The Jos. Lucas & Son Co.,
Bicycle Lamps.

J. Mallinson Shear Co.,
Cast Steel Laid and Solid Forged Shears, Scissors, etc.

Stephen McClellan,
Corner Brace. Most complete Tool made.

North Bros. Mfg. Co.,
Freezers, Perfection Meat Cutters, Wringers, Fluting Machines, Screw Driver and Drill, Weed's Faucets, etc.

Noera Mfg. Co.,
Oilers, Engineers' Sets, Lawn Sprinklers, etc.

Schofield Manufacturing Co.,
Ice Breakers, Mincers, Tack Claws, Can Openers, Parers.

Fred W. Peck, Agent,
Hatchets.

Otsego Fork Mills Co., (Export),
Steel Hay and Manure Forks, Steel and Malleable Garden Rakes, etc.

Pennsylvania Screen Co.,
Window Screens, Screen Doors, etc.

T. C. Richards Hdw. Co.,
Picture Nails, Hammock Hooks, Wood Faucets, etc.

Romer & Co.,
Night Latches, Iron and Brass Padlocks, etc.

Storm Mfg. Co.,
Diamond Pointed Nail Sets, Dumb Waiter and Elevator Fixtures, complete Dumb-Waiters and Elevators, etc.

Standard Flint Paper Co.,
Flint Paper, Emery Paper and Cloth, Crocus Cloth, etc.

Gay & Parsons,
Ratchet Screw Drivers.

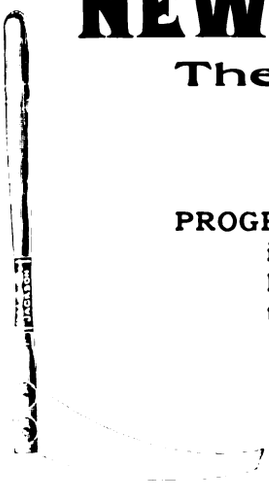
1982?? Digitized by Google

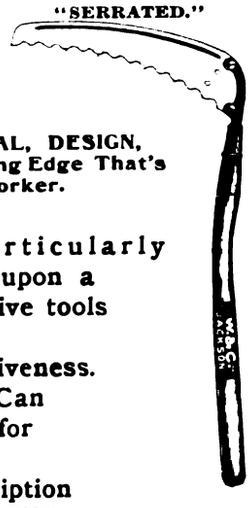
NEW CORN HOOKS!

The DENT and SERRATED

ADDED THIS SEASON.

FINEST MATERIAL, DESIGN, And a Cutting Edge That's a Corker.

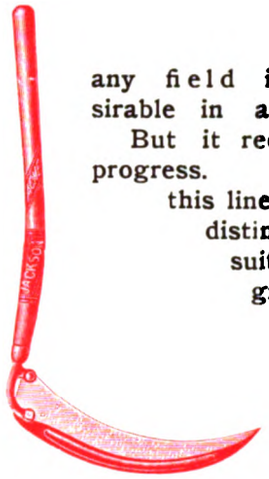


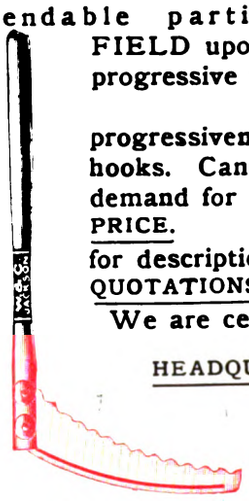


PROGRESS in any field is commendable particularly is it desirable in a CORN FIELD upon a hot day. But it requires progressive tools to make progress.

NOTE this line for progressiveness. SIX distinct hooks. Can suit any demand for grade or PRICE. Send now for description and QUOTATIONS.

We are certainly HEADQUARTERS.





No. 1 Yankee Polished.
No. 2 " Black.
No. 2 " Ribbed Blade.

SOME NEW WRINKLES IN THE ACME THIS SEASON. . . .

ACME and DENT BOTH CLOSE AND ADJUST LIKE THIS.



WITHINGTON-COOLEY M'F'G CO.,

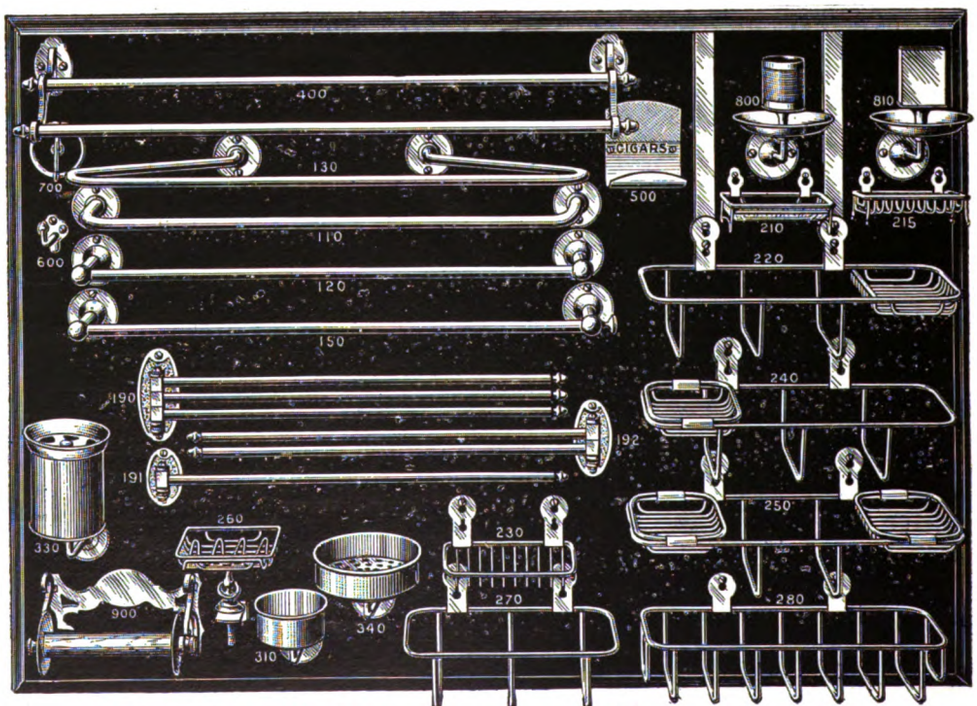
JACKSON, MICH.

Exact Reproduction of SAMPLE BOARD Mounted with

H. & M. Bath-Room Specialties.

NO ADDITIONAL CHARGE MADE FOR BOARD OR MOUNTING.

110 Single Towel Bar.
120 Single Towel Bar.
130 Single Towel Bar.
150 Towel Roller.
190 3-prong Towel Bar.
191 1-prong Towel Bar.
192 2-prong Towel Bar.
210 Ejector Soap Dish.
215 Soap Dish.
220 Soap & Sponge Holder.
230 Soap Holder.
240 Soap & Sponge Holder.
250 Soap, Sponge and Brush Holder.
260 Chain Stay Soap Dish



270 Sponge Holder.
280 Comb and Brush Holder.
310 Tumbler Holder.
330 Tooth Brush Holder.
340 Soap Holder.
400 Double Towel Bar.
500 Cigar Rest.
600 Robe Hook.
700 Towel Ring.
800 Match Box.
810 Safety Match Box.
900 Toilet Paper Holder.

Nos. 230, 240, 250, 270 have bands like 220 for bath tubs.

MANUFACTURERS OF Electrical and Brass Goods,

Write for Catalogue and Trade Prices. . . . Annunciators, Bells, Bronze Pushes, Etc.

HUEBEL & MANGER, 286-290 GRAHAM STREET, BROOKLYN, N. Y.

Digitized by Google

discussing the conditions of business but without attempting to regulate prices, ending these occasions with banquets at which frequently, men prominent in the trade are guests.

At the present time particularly the jobber is no doubt apppreciated by many dealers, for his warehouse is full of goods, well bought and ready for prompt shipment at prices that no doubt compare favorably with those that may be quoted from any source. CHAS. H. TURNER.

Albany, N. Y. March 28, 1899. Albany Hardware & Iron Co.

THE EASTERN JOBBER.

Editor Hardware: An Eastern Jobber is entitled to indulge in a few moments of retrospect; as within the recollection of the writer, Boston jobbing houses did not confine themselves to New England, but were represented by one house or another in the whole United States; some making especial efforts in the South and West, others going to the Coast; one by one being driven from the field by the new jobbers springing up all over the country, having all the advantages possessed by our old houses, "many being graduates from them" and their nearness giving them the advantage of quick delivery, frequent visits, and the aggressiveness of new life.

The same has been partially true of our export business, many of the old time merchants passing away and with them their methods and business, the few left finding better facilities in their contact with manufacturers and commission houses and in shipping from New York.

Some of our new dependencies will offer New England an opportunity to spend some energy in attempting to capture a share of the business. Up to the time of the Boston fire Boston had fourteen jobbing Hardware houses and several commission merchants, now reduced to six. Some of the present number undoubtedly do a larger volume of business than their old-time predecessors. In looking forward, we have sufficient to grapple with so that our watchword should be "Forward March."

In each issue of the Hardware journals we are greeted with new ventures by aspiring young men in the West, South, Middle States and on the Coast, but in New England but few with courage to start new. Thus our jobbers are compelled to prey on the established dealers, each vainly striving to get it all, and when some unfortunate victim ventures to embark in a new enterprise his life is made miserable until his goods are on the shelves and doors open for business.

Certain it is that prescribed as our territory is, we must recognize that each house has equal claims, and all are aggressive.

In view of these facts, which are established and positive, it would seem that we might free our minds of the delusion that however much we push, or however we carve the margins, the business will be divided. We are prone to accuse the manufacturer of encroaching on our territory, and cultivating a class of trade which they should leave to the jobber, "and in large degree and in many cases it is too true."

Unfortunately, there are numerous cases where we do not avail ourselves of the margin the manufacturers arrange for our benefit, in our anxiety to get it all; sacrificing a portion of the differential which we insist they shall grant us, in our strife to get all the business.

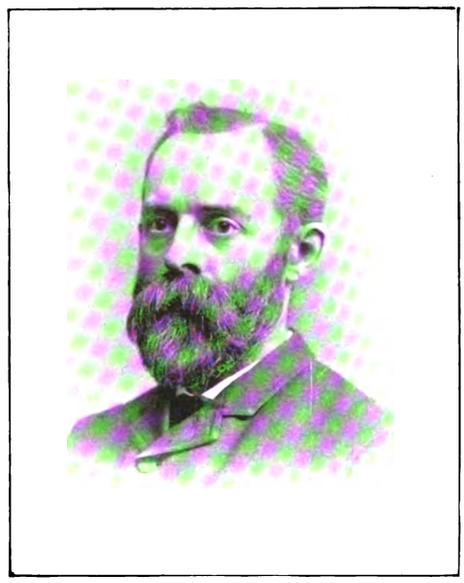
In view of the above facts, which I think all our friends will admit, we as New England jobbers should aim to disturb values as little as possible, realizing that the facilities within the reach of every retailer, such as catalogues and trade papers, giving information in each issue of every change in price in minute detail, certainly behooves every jobber to cultivate more confidence one in another, by more liberal methods toward each other and a spirit of recognition that a share of the business will be captured by each, whether the margin of profit is preserved or destroyed.

Competition is good, but consumption is not increased by selling goods without profit.

We jobbers are not so numerous but that all the capital and all the individuals employed in its prosecution may be satisfied with reasonable returns. This can be done, however, by considerate thought and due regard for the fact that "there are others."

The present outlook is certainly the most encouraging for many years. Of the many bright features none are so substantial as that which promises mechanical labor continued employment and higher wages.

The New England mill cities and towns are the arteries which make our business prosperous, and from them flow



LEON C. CARTER.

channels of trade in every direction, even to the most remote hill farmer, who finds a market for his products at such points. LEON C. CARTER.

Boston, Mass., March 28, 1899 Dana Hardware Co.

THE SOUTHERN JOBBER.

Editor Hardware: I desire to congratulate *Hardware* on this, its ninth birthday, and rejoice that you have made such substantial progress in the past, far beyond the experimental point as to the necessity of such a journal as *Hardware*. I also rejoice that you have undertaken to encourage Hardware Associations, realizing that they are great educational agencies, tending to the elevation of the jobbing trade, morally and socially, as well as their business methods.

The Hardware jobber of to-day is not the same individual who was found several decades in the past. Many things have co-operated to bring about the change. Nearly all the conditions surrounding him have changed, and hence of necessity he must change. While my subject is "The Southern Jobber," I shall deal with the subject in a general way, since I do not think the location on the map has anything to do with character; therefore, I think that the jobbers are very much alike, whether they come from the East or West, from the North or the South, and that when surrounded by the same conditions, there is very little difference in the actions, and that difference growing out of the individual character of the man and not arising from the section in which he is located further than he was affected by a different set of circumstances from what he would be in some other section.

I have had the pleasure of meeting the Hardware jobbers from Maine to California, and from Oregon to Florida. I observe that they apply principles to business in about the

Digitized by Google

same way and whatever difference there is, arises from the change of circumstances and not from the point of the compass. I observe that in different localities the articles that constitute the leading stocks often vary and while in the South we are applying principles to Scovil hoes, trace chains and steel plow blades, in another section they are figuring on skates, sleds, game traps, etc. The same principles apply to all. In our section of the country, the jobbers of Hardware are becoming more numerous, notwithstanding the fact that many of the correspondents for trade journals are discussing whether he is to remain a factor in trade, or be ignored altogether.

When we commenced business in Birmingham, Ala., seventeen years ago, there was not a Hardware jobber in the city. Now there are four and before your next anniversary, we expect to see still further increase. At that time, there were not more than two in the entire State of Alabama, where to-day there are not less than fifteen who claim the honor. What is true of Alabama may be said of other States in the Southern territory in a greater or less degree. The membership of the Southern Hardware Jobbers' Association is now greater than at any period of its history, with other aspirants knocking at the doors who, no doubt, will be admitted as they grow and measure up to the standard required. Am glad to see our Association requiring a high standard for its membership and the membership in our Association can be considered an evidence of acceptable credit. The jobber, as some suppose, is not a burden to the trade, neither from the standpoint of the manufacturer nor from the standpoint of the retailer, and I think observation will teach that those manufacturers who market their products through the jobbers are succeeding best and also those retailers who draw their supplies from the jobber are also succeeding best. The explanation is that it is expedient to have stocks of goods carried in every distributing center, where they can reach the consumer promptly and, in fact, it is economical in many respects. The jobber can assemble them in carload lots, thus saving heavy freight charges, and the manufacturer can obtain his orders from the jobber in an advance of the season when they will be needed; besides, he obtains the judgment of the jobber, who is on the spot and has a better idea of the necessities of his location than anyone could have at a distance, and in this way he is enabled to prepare for the wants that will arise and not overstock the market, as he might do if left to guess the situation without knowing all the circumstances and peculiarities of the location. This also enables the manufacturer to make contracts for his supplies at the most favorable conditions of the market. Another advantage is that it requires capital to have these stocks carried in various localities and the jobber is willing to furnish the capital.

These advantages could not be obtained readily should the manufacturer attempt to ignore the jobber and go direct to the consuming trade. For the manufacturer to ignore the jobber and go direct to the retailer would be like the general-in-chief of all the armies seeking to give orders to privates in person instead of dealing with the generals and they, in turn, with the colonels, majors and captains and so on down the line, until all the privates are reached. By having an army properly organized, the orders reach the privates simultaneously in all parts of the army. The distribution of goods from the manufacturer to the consumer is a great study and a difficult one and it is difficult to leave out some responsible party in each locality and accomplish the work to the best advantage. I admit that this problem has not been demonstrated to the satisfaction of all the manufacturers, or even all the jobbers and is not susceptible of mathematical demonstration, but I think that the existence of the jobber himself during the long time which he has been such a potent factor is the clearest demonstration that we can give. We have never seen, and I dare say, will never see so large a class of individuals come into being without being the logical result of a condition necessary to fill a want. However, I do not think it necessary to make an argument on this point to maintain the existence of the jobber, for when there is no longer a place for him in the field, he will readily find a comfortable place to rest. Suppose the retailer should deem it to his interest to knock out the middle man—then might he not find a strong healthy competitor in his midst who might resort to some other method similar to department stores and flood all of his customers with catalogues, sending out prices which would prove very troublesome and, in turn, the retailer instead of depending upon the jobber for his supplies, would be forced to replenish broken stocks from distant factories and often in very small quantities, adding a very heavy expense in cutting down his profits and often the demand would be beyond his control before he could furnish the supplies.

One distinction that the Southern jobber enjoys, different from an Eastern or Middle States jobber and that is he is farther from the base of his supplies and he does not have his principals—the manufacturers—for competitors. I am told that many manufacturers will work the choice consuming trade near their doors when they would not attempt the same thing in the more distant markets. There may be good reasons for this and as it is a fact, I suppose there are. Perhaps the jobber with the factory at his door feels that the factory ought to carry the stock and in turn the factory feels that if it does carry the stock, then why not supply the choice consumers at least and leave the smaller buyers and persons of limited credit to the dealer or jobber to look after? I do not say that I have fallen upon the correct explanation. I am told that this condition of things does exist. The Southern jobber works in a field which has not yet become distinguished as a manufacturing centre of Hardware and which is farther removed from the base of his supplies and hence the necessity of carrying larger stocks than if the same might be obtained from the factory after the sale was made, which he could do if located near him. For example, New York City has not so many large jobbing houses as some other cities in the West of smaller population, New York City being headquarters of most of the important factories, hence parties dealing in that market are inclined to deal directly with them, which we think is the explanation. The Southern jobber is, therefore, blessed, he being more remote from the manufacturers of Hardware.

However, it is a splendid thing to have factories manufacturing goods in other lines to locate in his midst, since they bring an increase in population, and an increase in population means an increased demand for various lines of Hardware. We are, therefore, glad to see more cotton factories come our way. The city of Birmingham is somewhat an exception to this general rule in the South, as it is becoming to be quite a center in some lines of Hardware, especially heavy Hardware. My remarks are intended to apply to the Southern field in general. I am pleased to believe that the jobber of to-day is a more intelligent man than he was ten years ago, even though he be the same individual. Many things have worked together to this end. Some of the potent reasons are that they have sought the benefit of each other's experience through the Association meetings and free exchange of views and ideas. During this period, they have passed the ordeal of a market continually declining and often when the goods were bought, they were worth less when they reached his store than when the order was placed, which forced them to be more careful with credits and increased the risk of conducting business and resulted in a period of very small margin of profit, which it will be hard to get away from, but these adversities have taught him wisdom and should make him more secure now that the

Digitized by Google

DANA HARDWARE CO.

22 to 32 Pearl Street, - Boston, Mass.

HARDWARE AND CORDAGE,

MANUFACTURERS OF

FUR ROBES

AND

FUR COATS

NEW ENGLAND AGENTS FOR

F. W. BIRD & SONS, NEPONSET.
UNION AND COLUMBIAN SHEATHING.
FLORIAN, FIREPROOF AND READY ROOFING PAPERS.
DANA AND CARTER XXX AXES.
QUEEN AND FOREMOST MOWERS.

JOBBERS OF

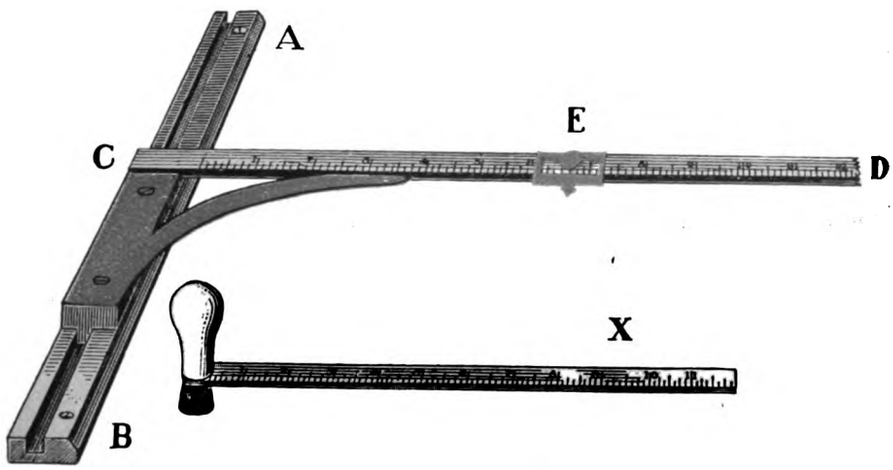
HORSE CLOTHING

AND

HARNESS

Most Complete and Largest Stock of Disston's Saws in New England.

"THE ACCURATE" WINDOW-GLASS CUTTER



PATENTED FEB. 8, 1898.

This device is the first improvement ever placed within the reach of ordinary glaziers and others who make use of window glass. It is

FIRST.—More accurate than cutting with hand cutter and straight edge, as it insures an absolute rectangular cut.

SECOND.—It dispenses with the measurements on each end of your light, as you set your cutter right on the measurement you want.

THIRD.—Diminishes the risk of breaking, as you do not have to press a straight edge down hard on your glass to keep it from slipping.

FOURTH.—You don't have to wait for the only man in the shop who can cut glass. Anybody can use this tool without previous practice.

FIFTH.—It is a time-saver. If you have many lights of the same size to cut, you have to set it on the mark but once.

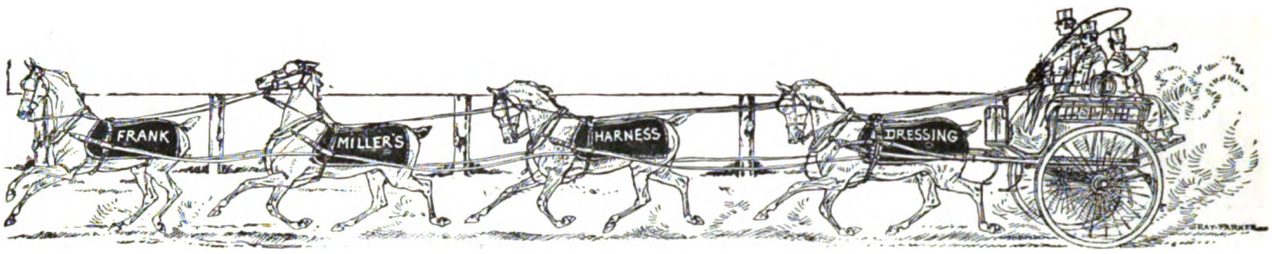
SIXTH.—It is portable. It can be carried to a job and set up very readily, as all that is necessary to set it up is a level place and three small screws.

SEVENTH.—In connection with the straight cut is an attachment using the same cutter whereby CIRCULAR CUTS OF ANY DIAMETER MAY BE MADE. This is absolutely the only successful mechanical appliance on the market for such a purpose.

EIGHTH.- Simplicity. Nothing to get out of order. This Cutter, including circular attachment, retails at $3.(N), with a liberal discount to the trade.

... SEND FOR DESCRIPTIVE CIRCULAR...

Digitized by Google



OLDEST. **ESTABLISHED 1838.** **LARGEST.**

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.
Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.
Gives an Elastic Durable Waterproof Gloss, and is positively safe to use on finest stock.



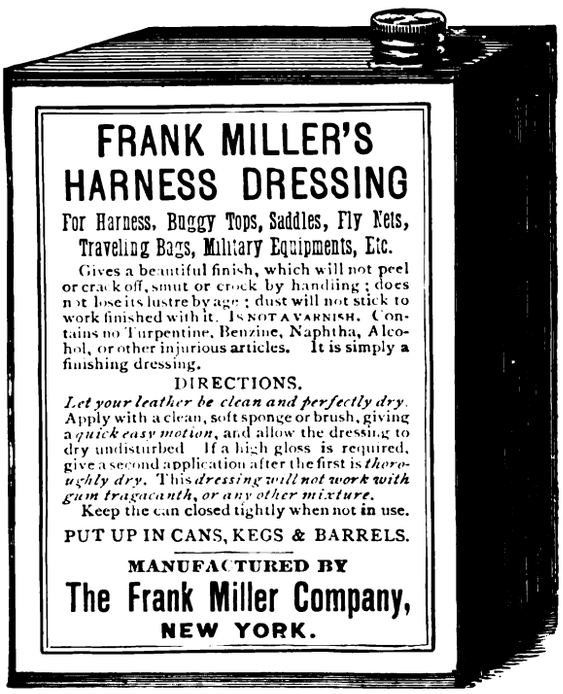
HARNESS COMPOSITION.
Cleans, Oils, Finishes.

OUR PREPARATIONS ARE UNIFORM IN QUALITY; AND THE QUALITY THE BEST.

FRANK MILLER'S

HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of Harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade.

Manufactured by

HIGHEST AWARDS
WORLD'S FAIR, 1893



IXL HARNESS OIL.
Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.
Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.
Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish which will not soil the hands or gloves.

IT PAYS EVERY DEALER TO HANDLE; AND EVERY CONSUMER TO USE OUR GOODS.

The FRANK MILLER COMPANY

EUROPEAN OFFICE—
Tower Chambers, Moorgate,
LONDON E.C.

OFFICE AND FACTORY—
349 and 351 West 26th St.,
NEW YORK, U.S.A.

Digitized by Google

tide has changed and almost all articles are worth more on arrival at the store than when they were bought. Seeming adversities often prove blessings in disguise and develop thought and strength. We are passing now through a remarkable period and it will appear the more remarkable when it is passed and we can look back upon it. The severe depressions have caused our manufacturers to seek markets outside of our own country and in this way they have taken many of the surplus products out of the market, which has resulted in the revival of trade and the severe test which the manufacturers have been put to by the extreme low prices has made them willing to unite their efforts in order to better their conditions, thus resulting in the union of many factories and the heavy capitalization of many of the chief products which has been unheard of in the past. Of course, we look with more or less trepidation upon those monopolies for fear that there is evil ahead. Prices should not be forced up unnaturally, but it is a great temptation when a set of men have arbitrary control of an article to force the price up too rapidly and produce a state in the public mind of opposition. This also tends to encourage other people who have means to go into the manufacture of articles, for it appears to offer large dividends and handsome profits and we think we can expect in a few years to see an over-production, making the last state of affairs worse than the first. The monopolies will either have to buy them out at high prices to keep down competition, or they will continue to build new factories until the want is supplied and there becomes a surplus on the market again.

Just at this time, however, since we are acquiring new territories, the chances are that we will open up a wider field of foreign operation and we will have a larger demand than we ever had before. We hope this will be the case and that we will not have a reaction, which is sure to come unless we find larger outlets for the products. A few individuals, no doubt, will make large fortunes in the meantime, but the closing down of factories and dismissing large scores of salesmen is not a desirable feature of these combinations. In order that the manufacturer and the merchant should be prosperous, it is highly important that we have sound currency. If we can continue to sell our products abroad and in return for the same have an influx of good money, it will naturally result in our factories running full time and our laborers being paid full wages, increasing our consumption at home and helping, in a very large measure, to solve the financial question. We trust our law-makers will reform the currency in a wise manner and in a way that shall become an example to the balanee of the world and demonstrate to them that now and forever we will have a currency that is sound and good in any part of the world. In consequence, we may look for idle capital from all parts of the globe to come to us and help build up our industries, and make our country the grandest country on the globe. London has been the financial center of the world for many years, but with our increase of population and vast resources, there is some prospect of our great metropolis becoming the financial center of the world and being able to price our articles at home without having to cross the seas to ascertain their value, as is now the case. Let us hope, therefore, that our people are open to all emergencies and will have the wisdom to do the best things at the right time and that we are on the eve of a prosperity with which there is nothing in the past to make comparison. J. D. Moore,

Birmingham, Ala., March 31, 1899. Moore & Handley Hdw. Co.

"James, my son, did you take that letter to the post office and pay the postage on it?"

"Father, I see'd a lot of men putting letters in a little place, and when no one was looking I slipped in yours for nothing."—*Boston Traveler.*

Bigelow & Dowse Co.

The firm now known as Bigelow & Dowse Co., No. 229 Franklin Street, Boston, Mass., was originally established in 1839, under the name of Horton & Cordis. In 1845 F. A. Hall was admitted a partner, the firm name being changed to Horton, Cordis & Co., and continued so until 1851, when John F. Macomber became a partner, the style of the firm being then changed to Horton, Hall & Co. This name held until 1864.

In October, 1855, Mr. Bigelow, the head of the present firm, entered the Hardware business, as a clerk, with Eaton & Palmer, and followed their destinies until they became Eaton, Lovett & Wellington. In 1864 he joined the firm of Homer, Bishop & Co., who purchased the stock and good will of Horton, Hall & Co. Mr. Dowse, of the present firm, commenced with Horton, Hall & Co., as a clerk, in April, 1860.

In the Boston fire of 1872, which destroyed every wholesale Hardware stock in the city, Homer, Bishop & Co.'s building was the last to go. S. J. M. Homer contracted a severe cold in his exertions to save property, and this, turning into pneumonia, ended in his death and caused the dissolution of the firm.

In 1873 Mr. Bigelow and Mr. Dowse induced John F. Macomber to return to active business, and the firm of Macomber, Bigelow & Dowse was formed. In 1881, Mr. Macomber becoming an invalid, retired, leaving Mr. Bigelow and Mr. Dowse, who formed a co-partnership as Bigelow & Dowse.

In 1894 the business was transferred to a stock company, under the style of Bigelow & Dowse Co., with Samuel A. Bigelow as president and Chas. F. Dowse as treasurer and secretary. The present company employs a force of over 110.

The following is a partial list of lines carried, with the territory covered:

Sole agents for United States: Keene Mfg. Co., ice skates; Boston Screw Co., wood screws; Riverside Tool Co., hand saws, cross-cut saws, ice saws, compass saws; Franklin and Helmet roofing papers; Excelsior, Dirigo, Ulster and Walrus sheathing paper; Neponset, Reading, Croton, Walrus and B. & D. garden hose; Park Flyer, Copley, Shawmut and B. & D. Special bicycles; Riverside chisels, braces, files, augers, auger bits, gimlets, screw-drivers, screw-driver bits, picks, mattocks, drawing knives, sand paper, emery paper, emery cloth, nail hammers, hatchets, blued-steel squares, toy squares, T-bevels, nail sets, saw sets, saw rods, grass hooks and shears, pruning shears; Bigelow, Franklin, Harvard and Eastern shovels and spades; Riverside hammocks, trowels, revolving punches, drive punches; Blue-Jacket, Franklin, Shawmut, Aroostook and Bradley axes.

Sole agents for New England: Davis Sewing Machine Co., Dayton bicycles; New York Knife Co., pocket and table cutlery; Brown, Hinman & Huntington Co., steel goods; Medford Mfg. Co., dog collars; Yale & Towne Mfg. Co., door locks, cabinet locks, bronze Hardware padlocks and Weston differential pulley blocks; Standard Tool Co., twist drills; I. H. Force, hickory axe, pick and sledge handles; Supplee Hardware Co., Continental, Franklin and Star Clipper lawn mowers; Utica Roofing Co., Sheathing, and Medal Brand roofing papers; N. Y. Wire Cloth Co., wire netting; Porter Screen Mfg. Co., window and door screens; Arnold, Schwinn & Co., bicycles; A. D. Meiselbach, bicycles; Fay Mfg. Co., bicycles.

"Uncle Alex, why do people saw wood and say nothing?"

"Because the words a man wants to say when he is sawing wood would get him turned out of church."—*Exchange.*

The quality of Cuban coffee is excellent, and its culture was flourishing before the war.—*Exchange.*

Digitized by Google

SOME REPRESENTATIVE HOUSES.

Sickels, Preston & Nutting Co., Davenport, Iowa: Was organized about 1850 and assumed the name of Sickels & Preston about 1860, Robert Sickels, the present president, and A. J. Preston, the present vice-president, comprising the firm of Sickels & Preston, at that time carrying a line of general Hardware, nails, cutlery, tinners' tools, tinners' stock, metals, farming tools, metal roofing, metal brushes, etc., etc. The present officers are: President, Robert Sickels; vice-president, A. J. Preston; treasurer and manager, J. R. Nutting; secretary, Grant H. Nutting. Board of Directors: J. R. Nutting, A. J. Preston and Grant H. Nutting. Territory covered: Iowa, Western Illinois and portions of other adjoining States.

Biddle Hardware Co., Philadelphia, Pa.: The Biddle Hardware Co. was started in 1837, under the name of R & W. C. Biddle, by the brothers Robert and Wm. C Biddle. The firm title changed in about 1867 to the Biddle Hardware Co., and the firm now consists of Charles M. Biddle, Edward Knight and James H. Ritter. As for territory, they travel from New Jersey to Nebraska inclusive, and South as far as the Carolinas.

W. Bingham Co., Cleveland, Ohio: Established, 1841; incorporated, 1888. Capital stock, $400,000. Officers: Hon. William Bingham, president; John E. Greene, vice-president; Charles W. Bingham, treasurer; Henry S. Blossom, secretary. Territory extends from Schnenectady on the East to the Florida line on the South, and on the West to the Mississippi River, including seventeen States. Lines handled are shelf and heavy Hardware, metals; railroad, mill and mine supplies, cutlery and sporting goods, and tools for all crafts.

Lockwood-Taylor Hardware Co., Cleveland, Ohio: Was organized under a partnership in 1866, and was incorporated in 1889, and the following officers elected: President, C. B. Lockwood; vice-president, J. Q Riddle; treasurer, M. Taylor; secretary, B. L. Pennington. These parties have continued to be, and are, the present officers of the company. The territory covered is Ohio, western New York and Pennsylvania, parts of West Virginia, Indiana, Illinois and Michigan.

Gray & Dudley Hardware Co., Nashville, Tenn.: Was formed June 1, 1895, by the consolidation of Dudley Bros. and Black & Gray, Fall & Co. The two old firms were among the largest and most influential business houses of Nashville, and were among the leading houses of the South. The officers of this company are: President, R. M. Dudley; vice-president, John M. Gray, Jr.; treasurer, Jas. T. Jenkins; secretary, R. Houston Dudley, Jr. The company occupies the buildings, Nos. 215 to 226 North Market Street, with warehouse, No. 436 Chestnut Street The goods handled consist of railway and mill supplies heavy Hardware, builders' Hardware, plows, farming implements, mechanics' tools, saddlery, cutlery, guns, ammunition, fishing tackle, sporting goods and house-furnishings. The stock carried averages about $300,000. Twenty traveling salesmen are employed, covering the States of Tennessee, Kentucky and Alabama, and portions of Georgia and Florida. The company is gradually expanding along conservative lines, and is now enjoying the largest and most successful year in its history.

Logan-Gregg Hardware Co., Pittsburg, Pa.: The origin of the Logan-Gregg Hardware Co. dates back to 1831, when John T. Logan and Robert T. Kennedy, young men from Lancaster, Pa., ventured into the then little town of Pittsburg, at the head of navigation on the Ohio River, and opened a Hardware store. The beginning was small, the partners doing most of the work themselves, but has had a steady growth during the sixty-eight years of its history. The firm name has been Logan & Kennedy; Logan, Wilson & Co.; Logan & Gregg; Logan, Gregg & Co., and Logan-Gregg Hardware Co. John T. Logan remained in the firm until his death in 1871, and his son, George B. Logan, and grandson, P. L. Logan, are now the president and vice-president of the company. Edward Gregg came to the house in 1836 as a boy, and was active in the concern until his death in 1890. His nephew, Thos. A. Parke, trained from boyhood in the house, succeeded to the active management until his death in 1895, and his son, W. Howard Parke, is now the secretary of the company. The territory covered includes Pennsylvania, Ohio, West Virginia, Western Maryland and parts of Virginia and Kentucky. The line carried covers cutlery, guns and fishing tackle, house-furnishings, paints and oils, builders' Hardware, mill supplies, mechanics' and farm tools, bicycles and sundries, buggies, harness and horse goods, heavy Hardware, and supplies for coal and coke works. The building occupied covers a floor space of some 60,000 square feet, with warehouse facilities additional as required for surplus stock. In addition to the officers named above, Robert M. Repp is general manager; Jacob Lang, manager of travelers, and John M. Pardee, superintendent of house sales. All these men have been connected with the house from boyhood, it being one of the cardinal principles of this house to advance its men to the higher positions as they are fit for them and vacancies occur.

Barker-Jennings Hardware Co., Lynchburg, Va., dates back to August, 1887, at which time the firm of Bell, Barker & Jennings was organized, and succeeded to the business of Jones, Watts Bros. & Co., who retired after having conducted a very successful business for twenty years or more. In January, 1895, the firm was incorporated under the style of the Bell, Barker & Jennings Hardware Co., and continued until January, 1897, when E. L. Bell retired, and the style was changed to the Barker Jennings Hardware Co. The present active members, O. B. Barker and J. T. Jennings, grew up with the old firm of Jones, Watts Bros. & Co., whom they succeeded. The concern does a strictly wholesale business in Hardware, cutlery, engineers' and miners' supplies, agricultural implements, paints, oils, brushes, woodenware, glass, etc. They occupy one of the largest and most modern warerooms in the South, 83 x 132 feet, five stories. They employ six traveling men, covering Virginia and parts of North Carolina, Tennessee and West Virginia. The paid in capital and surplus is $102,000. The present officers are O. B. Barker, president; J. T. Jennings, vice-president, and R. S. Jones, secretary-treasurer.

James C. Lindsay Hardware Co., Pittsburg, Pa.: Was established in 1867 by James C. Lindsay, Geo. B. Sterrit and A H. Euwer, under the firm name of Lindsay, Sterrit & Euwer, and so continued until 1879, when Mr. Euwer retired, and the firm became Lindsay, Sterrit & Co. Later on, Mr. Sterrit retiring, the style of the firm was changed to James C. Lindsay & Co., and so continued until 1895, when a stock company was organized under the present

Digitized by Google

title of the James C. Lindsay Hardware Co., Jas. C. Lindsay becoming its president. His death occurred shortly afterward, and the management of the business has since been in the hands of the officers of the company, as follows: President, Thos. McMurray; vice-president, J. S. Lindsay; treasurer, A. J. Bihler; secretary, J. O. Fitzsimmons. The territory covered is Pennsylvania, Ohio, West Virginia, Maryland, Virginia and portions of Kentucky. They carry a complete line of shelf and heavy Hardware, cutlery, firearms, ammunition and mine supplies, and the business is exclusively wholesale, no goods whatever being retailed by this company. There are a number of lines of which they make a specialty, but more especially on True Blue Edge Tools. Under this line they market their lines of hatchets, axes, broad axes, razors and other edge tools. It is needless to enumerate the many different lines which they control in that market and need only only add that their stock is complete in every department.

J. H. Fall & Co., Nashville, Tenn.: Was organized over ten years ago, and the senior member, while still a young man, is the oldest Hardwareman actually engaged in the Hardware business in that city. They have the largest business in the city, and enjoy the confidence of the trade throughout that section. They cover Kentucky, Tennessee, Georgia, Alabama and Mississippi. The present officers are: J. H. Fall, president; J. H. Fall, Jr., vice-president; C. W. Haden, secretary and treasurer.

Baldwin, Robbins & Co, Boston, Mass.: Jobbers' and manufacturers' agents. Handle general Hardware, agricultural tools, woodenware, cutlery, bicycle sundries and saddlery Hardware. Cover New England, Northern New York, and also export. Sole New England agents for Withington & Cooley Mfg. Co.'s farming tools, Imperial and Hub lawn mowers, Hub and Forest Foe axes, Hub brand files, Reed and Prince wood screws, tire and stove bolts, etc., flexible felt weather strip, Queen Anne Screen Co.'s window screens and doors, Washburn & Moen Mfg. Co.'s steel wire nails and barbed wire. Business strictly wholesale. Established in 1846 by Flint & Carter; succeeded by Samuel Carter Co.; Carter, Stratton & Co.; Stratton, Orton & Corey; Stratton, Corey & Co.; Corey, Brooks & Co; Henry Brooks & Co; Brooks, Baldwin & Robbins, and Baldwin, Robbins & Co. The partners at present are Thos. H. Baldwin, John H. Robbins, Austin H. Decatur and William A. Hopkins. Mr. Baldwin, the senior partner of the present firm, entered the employ of the house in 1867, when its style was Stratton, Orton & Corey, and was gradually advanced until, in 1883, he, with H. K. Adams, was admitted into partnership, the new firm being known as Henry Brooks & Co. Mr. Robbins began his business career with Hogan, Clark & Sleeper in 1869, going with B. Callender & Co., in 1871, as traveling salesman, where he remained for sixteen years, leaving that firm in 1887 to accept a partnership with Brooks & Baldwin, forming the new firm of Brooks, Baldwin & Robbins. Mr. Decatur was formerly with B. Callender & Co. as traveling salesman, entering the employ of Brooks, Baldwin & Robbins in 1887 in a similar capacity. Mr. Hopkins entered the Hardware business in 1875, commencing with Macomber, Bigelow & Dowse, where he remained nineteen years. In 1894, Mr. Brooks, retiring from the firm of Brooks, Baldwin & Robbins, Messrs. Decatur & Hopkins were admitted, forming the present firm of Baldwin, Robbins & Co.

Freeman, Delamater & Co., Detroit, Mich.: Wholesale Hardware; organized in 1890; capital stock, $250,000; paid in, $202,750. John Freeman, president; T. J. Chamberlain, vice-president; E. C. Delamater, secretary and treasurer. Cover Michigan, Ohio and Indiana. Employ ten travelers, and carry a complete stock of general shelf and heavy Hardware, cutlery and plated ware. State agents for the sale of the Otsego steel goods, Gurney refrigerators, Simond's cross cut saws, Blair Mfg. Co. lawn mowers, and many other valuable specialties.

W. W. Woodruff & Co., Knoxville, Tennesse: Has been in business since the war. Both of the original members, W. W. Woodruff and W. E. Gibbons, were in the Union Army under Burnsides, and were nearly starved when Longstreet beseiged Knoxville, in November, 1863. They both then and there resolved to get even by going back to Knoxville after the war, and growing up with the country. The firm started a small room 9 by 35 feet and moved three times the first year and each time into larger quarters. In 1874 they built a large, commodious three-story double front store 50 by 150. On April 8th, 1897 this was burned to the ground, and in six months they were back in a magnificient six story double front located in the business centre and the firm became a stock company at that time. They have six men on the road and travel Tennessee, Kentucky, Virginia, North Carolina and Georgia. Principal lines are Hardware, agricultural implements, seeds, stoves etc., paints, and glass, sporting goods, carriages and buggies.

S. B. Hubbard Co., Jacksonville, Fla: Was established by S. B. Hubbard in 1868; incorporated in 1892, and have at present a capital stock of $100,000. About three-fourths of their business is wholesale. They carry a very large stock of doors sash and blinds, and also do a plumbing jobbing business, as well as manufacture tinware on a small scale. The officers are: President, S. B. Hubbard; vice-president and treasurer, Frank S. Gray; secretary, S. B. Hubbard, Jr.: manager mechanical department, John Einig.

C. M. McClung & Co., Knoxville, Tenn.: Was founded in July, 1880, as McClung, Powell & Co., the McClung in that firm being Dr. Matthew G. McClung, since deceased. In July, 1882, C M. McClung bought Dr. McClung's interest in the firm, and January 1, 1884, the name was changed to C. M. McClung & Co.; which has since remained the style of the firm, its present members being C. M. McClung, Bruce Keener and C. J. McClung, Jr. The firm carries heavy and shelf Hardware, metals, tin plate, wagon and carriage woodenware, coal miners' supplies, Hazard powder, sporting goods, buggies and light vehicles. They manufacture tinware and cooking and heating stoves. Their business extends over East Tennessee, Southeastern Kentucky, Southwestern Virginia, Northern Georgia and Alabama and Western North Carolina. Their offices and warehouses are located immediately on the railroad tracks, where their shipping facilities are of the best.

Rector & Wilhelmy Co., Omaha, Neb.: Was organized in 1871, at which time the firm was located in Nebraska City, and were running a retail business, under the head of Larson & Wilhelm. In 1877, Mr. Larson retired and his place was taken by W. S. Rector, since which time there has been no change in the title of the firm. The business was incorporated in 1884, and at that time there were associated with it, P. C. DeVol and W. S. Wright, and the officers elected at that time, with one exception, have held office continuously ever since. Present officers are as follows: P. C. DeVol, president; F. B. Hochstetler, vice-president; J. F. Wilhelmy, secretary; W. S. Wright, treasurer and manager. The president has held his office for fifteen years contiuously, and his salary has been doubled every year. There has been practically no change in the management of the officers of the company during that time, with the exception that, two years ago, when, in addition to his other duties, Mr. Wright was made treasurer, and thus placed in active control of the financial, as well as the other departments of the business, which had, previous to that time, been in his charge.

Wyeth Hardware & Mfg. Co., St. Joseph, Mo.: Was started in 1860 by W. M. Wyeth, and the present company

Digitized by Google

was incorporated March 20th, 1891. They cover all the territory west of the Mississippi river in the United States, and do a wholesale business in Hardware, sporting goods, cutlery and bicycles; also manufacture and job saddles, collars and harness, and saddlery Hardware. The officers are: W. M. Wyeth, president; Huston Wyeth, vice-president; G. F. Steinacker, treasurer; G. M. Johnson, secretary.

From a small retail beginning in 1859, the house of Farwell, Ozmun, Kirk & Co., St. Paul, Minn., has advanced to its present prominent position among jobbers of Hardware, having become one of the large and strongly established houses in the trade. The building occupied by this company was constructed expressly for it in 1895. It is 210 feet long by 100 feet deep and six stories high, with a cemented cellar under the entire building. The boilers, engines and electric light plant are located in the cellar, which is also used for storing a shipping stock of nails, barb wire and sheet iron; the bulk of such goods, however, being handled from the company's warehouse, a separate building containing 30,000 square feet of floor space. The first floor of the main building is devoted to offices, sample rooms, shipping and receiving departments. The five floors above are devoted to their very large and well assorted stock of general Hardware, nearly 200,000 square feet of floor space being required for this purpose. Four large elevators and one small one are required. The packing is done on the second floor, and boxed goods are quickly transferred to the shipping room directly below by means of slides, which are a great saving of time and labor. The house is most favorably situated for both receiving and shipping—having its own railroad track running the entire length of the building and on a level with the basement. Most of the freight depots are not farther than two blocks away, thereby enabling them to ship nearly to the close of shipping hours. The lines carried are as follows; general Hardware, tin plate and metals, locks and builders' Hardware, house furnishing goods, tinners' tools and supplies, bicycles and bicycle sundries, cutlery and silver plated ware, guns, sporting goods and fishing tackle, butcher tools and supplies. Department catalogues are published annually, and from time to time it is found necessary to issue a large general catalogue embracing their entire line. Their corps of salesmen numbering about forty travelers cover a territory reaching to the Pacific Coast, south to Missouri and Oklahoma, east to Illinois and north to and including some parts of Canada. Farwell, Ozmun, Kirk & Co. were incorporated in 1887. The board of directors are: R. A. Kirk, C. H. Bigelow, F. W. Hurty, C. H. Bigelow, Jr. and F. B. Platt. The officers are: R. A. Kirk, president and treasurer; C. H. Bigelow, vice-president; F. W. Hurty, secretary; and E. B. Kirk, assistant treasurer.

Butts & Ordway Co., Boston, Mass.: The firm of Butts & Ordway was founded in 1888, by Frederick H. Butts and Henry C. Ordway, with premises at No. 500 Atlantic Avenue, Boston, Mass. Mr. Butts was formerly with Bradley, Hastings & Co. for eight years; and Mr. Ordway had had no previous experience in this line. The firm continued as such until 1898; when it was incorporated as a stock company, as above named; and moved into new premises, built especially for them, at No. 190 High Street, Boston. In September of that year, Mr. Ordway withdrew his interest from the company; and Mr. Butts, as president and treasurer, took sole management. They manufacture blacksmith's machines, in which they do a large trade, both foreign and domestic. They have manufactured for them a complete line of bicycles; including thirteen different models, and six grades; sold under the names of Butts' (chainless) Standish, Alden, Atlantic, Speedwell and Leader. These wheels are sold throughout the United States; and pushed especially in New England. Besides the above mentioned lines, the company does a general jobbing business in iron and steel, and heavy and carriage Hardware; and are represented by a force of six travelling men.

Van Camp Hardware & Iron Co., Indianapolis, Ind.: Anderson, Bullock & Schofield was succeeded by Cortland Van Camp in 1876, who during the same year consolidated with the iron house of Hanson & Bergundthal, under the firm name of Hanson, Van Camp & Co. They were succeeded in 1886 by the present corporation. The present officers are Cortland Van Camp, president; A. B. Caldwell, secretary and treasurer; R. P. Van Camp, assistant treasurer; S. G. Van Camp, assistant secretary. The territory covered by their twenty-five traveling representatives, is Western Ohio, Southern Michigan, and the States of Indiana and Illinois.

The concern of Dunham, Carrigan & Hayden Co, San Francisco, Cal., was originally founded in San Francisco in the year 1849, under the name of Conroy & O'Connor, under which name it continued until 1875, when five of the clerks then employed bought out the original owners and continued the business under the name of Dunham, Carrigan & Co. The five parties in question were: B. F. Dunham, Andrew Carrigan, Brace Hayden, E. W. Playter, W. L. McCormick. The business was incorporated in the year 1888, and Mr. Playter having withdrawn, and Mr. McCormick having died, the name was changed to Dunham, Carrigan & Hayden Co. In 1884, the concern, then Dunham, Carrigan & Co., erected a large building fronting on Beale Street and Main Street, thus running through from block to block, the buildings being four stories high on Beale Street and two stories on Main, the frontage on Main being double that of the Beale Street building. Underneath the whole, is a thoroughly water-tight concrete cellar. They travel the entire Pacific Coast, embracing Alaska, British Columbia, Washington, Idaho, Oregon, California, Nevada, Utah, Arizona Territory, New Mexico and the Republic of Mexico. As to special lines, it handles in addition to general Hardware, iron and steel, pipe and fittings, water and gas works supplies, mining, milling, steamship supplies, general engineering and steam fitting specialties; also electrical supplies, lamps, sporting goods, sewing machines and bicycles. The present officers of the corporation are: Brace Hayden, president; Andrew Carrigan, vice-president; Sanford Bennett, secretary and treasurer.

Dana Hardware Co., Boston, Mass.: Was established in 1820, incorporated with a capital stock of $150,000, cover New England, Northern New York, and also has an export department. They handle general Hardware, cordage, horse clothing, also some lines of heavy Hardware. The business is strictly wholesale. The business was established by Joseph B. Eaton, who was succeeded by Eaton & Palmer, Eaton, Lovett & Wellington, Eaton & Wellington, Eaton, Harrington & Dana, Eaton & Dana, and Otis D. Dana, who incorporated the business as the Dana Hardware Co., and was its president and treasurer. At his death his son Benj. O. Dana was elected president, and Leon C. Carter, treasurer and general manager. At the death of Benj. O. Dana, Mr. Francis B. Dana was elected to the presidency.

Orgill Bros. & Co., Memphis, Tenn., was incorporated in 1898 with the following officers: Edmund Orgill, president; Frederick Orgill, vice president; and Joseph Orgill, secretary and treasurer. The firm was established by R. T. Lamb and William Orgill in Memphis in 1847. Thomas Holyoke and Henry Lownes were admitted to the firm on the death of R. T. Lamb in 1849, and the firm's name was changed to Holyoke, Lownes & Co. Mr. Holyoke retired in 1854. In 1855 Edmund Orgill entered the firm and the style became Lownes, Orgill & Co. In 1859 Mr. Lownes retired and the firm's name was changed to Orgill Brothers

Digitized by Google

& Co., which has continued to the present time. William Orgill retired in 1871, and the present members of the firm are Edmund Orgill and his sons, Frederick and Joseph Orgill. The senior member of the firm, Edmund Orgill, had his office in New York city for many years, and did a large importing and export business in connection with the purchase of goods for his own firm. In 1881 the New York office was discontinued, and Edmund Orgill retired from active business life, but he still retains a lively interest in the firm's affairs. Joseph Orgill commenced his business career with Orgill Bros. & Co., in 1884, and was admitted to partnership in 1895. He is the general buyer of the firm. Frederick Orgill began his career in the Hardware business with the Wiebusch & Hilger Hardware Co., of New York city, in 1876, and remained with them until 1882, when he entered the employ of Orgill Brothers & Co., and was admitted to the firm in 1886, being made general manager of the house in 1891. The premises, Nos. 310 and 312 Front street, were purchased by the house in 1856, and have been occupied continuously from that time. They have recently purchased a site on the I. C. R. R. of 180 feet square, and have erected a warehouse thereon to better accommodate their increasing business. Their travellers cover the States of Tennessee, Arkansas, Mississippi, Alabama and portions of Missouri, Texas, Louisiana and Kentucky. The line of goods handled comprise shelf and builders' Hardware, cutlery, guns, agricultural implements, stoves and tinware, mill and railroad supplies, machinery and safes. A retail department is also carried on in connection with the jobbing business. The house is also agents for the Diebold Safe & Lock Co.'s fire proof and burglar proof safes

Brown & Wales, Boston, Mass.: J. G. Brown has been in the iron and steel business for about twenty-five years, and Wm. Q. Wales in the metal business for about twenty years. Some eight years ago they united the two lines and have since conducted the business in their present location, having added a full line of plumbing supplies about two years ago, and bicycle material, including sundries and parts, four years ago. The territory that they cover is New England, outside of Connecticut, and in some special lines, like Norway iron, bicycle grips, of which they are manufacturers, and bicycle chain, they sell more or less all over the country east of the Mississippi.

E. P. Sanderson & Co., Boston, Mass., are a Massachusetts company, paid in capital of $50,000. The business was established by E. P. Sanderson & Co., in 1886, and was incorporated on July 1st, 1888. The present officers are: E. P. Sanderson, president and treasurer; R. M. Vaughan, vice president; H. C. Winsor, secretary. They carry heavy and carriage Hardware, iron, steel, carriage woodwork, vehicle wheels, and carriage trimmings. Business is confined principally to the New England States and New York State, and is principally a jobbing business. Their customers also comprise the large consumers in this line of goods. Are also agents for the Standard Wheel Co., Sheldon Axle Co., Lee, Cowan & Bowen, Victor carriage cloths, and the American Curled Hair Co.'s hair for carriage builders' use. In addition to the Boston store covering Nos 16, 18, 20 and 22 Beverly street, where they occupy the entire building of six floors, they have a branch store in Amesbury, Mass., where they make a specialty of carriage builders' supplies. The Amesbury store was established in 1888.

George Tritch Hardware Co., Denver, Colo: This house was established in 1860 by George Tritch, who crossed the plains from the Missouri river with ox teams, and started his business with a stock brought out in this manner. It was continued in his name until 1885, when it was incorporated under the present name. The following are the officers: George Tritch, president; J. J. Tritch, vice president; Geo. Tritch, Jr., secretary and treasurer. Their stock is a very general one, with no particular specialties. A little over a year ago they added a sporting goods department, which has developed in gratifying proportions.

Empkie-Shugart Co., Council Bluffs, Iowa: Was established in 1872; incorporated, 1884. Cover Western Iowa, Northern Missouri, Northern Kansas, Eastern Colorado and the State of Nebraska. The present officers are: E. L. Shugart, president; Geo. F. Wright, vice-president; F. H. Hill, secretery; L. C. Empkie, manager and treasurer.

Bindley Hardware Co., Pittsburg, Pa.: Commenced business career in 1856, under the firm name of John England; it was changed in 1868 to the firm name of England & Bindley; in 1878 was changed to the firm name of Bindley Hardware Co., and in 1890 was incorporated under the same firm name. They cover the following territory: Pennsylvania, Maryland, Virginia, West Virginia, Ohio and Southern New York in a general jobbing business. They cover the entire United States in marketing the Pittsburg Visible Typewriting Machine, for which they are the sole distributors.

King Hardware Co., Atlanta, Ga.: Was organized in 1886. Covers the entire State of Georgia, part of Florada, Alabama, North and South Carolina; carry a general line of Hardware, including stoves and tinware. The present officers are: Geo. E. King, president; W. E. Newill, vice-president; Clyde L. King, secretary and treasurer.

May & Thomas Hardware Co , Birmingham, Ala.: Was formed on January 15th, 1890, and the officers are as follows: C. E. Thomas, president; J. H. McCune, vice-president; T. F. Wimberly, treasurer; T. W. Gathright, secretary. They cover Alabama and a portion of Mississippi and Georgia; carry a full line of all kinds of heavy and shelf Hardware, together with a complete line of building material consisting of sash, doors, blinds, lime and cement.

Watkins-Cottrell Co., Richmond, Va.: Was organized July 1st, 1896, being the consolidation of the old concern of Cottrell, Watkins & Co., which has been in the jobbing business in that city for thirty years or more, and the Watkins Hardware Co., which was an offshoot of the old concern. Both of them were doing a nice business, but since the consolidation have found their business has been very much increased, and at this time are doing as much as they can attend to properly. Have now eight to ten representatives on the road, and canvass pretty thoroughly the States of Virginia, North Carolina, South Carolina and a small portion of Georgia. The officers of the company are: W. S. Robertson, president; Chas. H. Watkins, vice-president; E. T. Robertson, secretary; Randolph Watkins, treasurer. They carry a full line of Hardware, cutlery and guns, and a line of agricultural implements, together with a full line of tin stamped ware.

Patrick & Luthe Co., Des Moines, Iowa: The origin of this well-known firm dates back to the late sixties, between which time and 1892, under different styles, it conducted a large wholesale and retail house at McGregor, located in the northeastern corner of the State, from where it successfully covered parts of Wisconsin, Iowa, Minnesota, and Dakota. In 1891 the firm incorporated under the present style with J. P. Patrick as president, and F. H. Luthe as secretary, under which management it has continued without change. Recognizing the possibility of its State to support a large exclusive Hardware jobbing house centrally located, this firm in 1892 decided to remove its business to the capital and commercial centre of the State—Des Moines—a representative and flourishing city of substantiability and great commercial possibilities, having at that time and still retaining seventeen different means of approach and exit over railroad lines, giving a command of trade from

Digitized by Google

as many directions as there are inclinations to the magnetic needle. Establishing itself at the corner of Second and Walnut Streets, it occupies the large four story building with basement, indicated by Nos. 200, 202, 204 Walnut Street. An inspection of the stock therein contained, reveals an immense assortment of all goods required in the complete equipment of a modern retail Hardware store and tin shop. In adopting different lines of goods, this firm recognizes the value of reputation in brands and makes, and takes pleasure in announcing that in a long list of items that could be enumerated between Apollo galvanized sheet iron and Chisholm's scoops it chooses to pin its faith to wares of established merit. It is ably represented upon the road by a corps of efficient traveling salesmen, who cover their territory at regular intervals.

Beck & Gregg Hardware Co., Atlanta, Ga.: Founded January 1, 1866, by Tommey & Stewart. On July 1, 1870, the firm became Tommey, Stewart & Beck. July 1, 1878, Mr. Stewart retired and Mr. Gregg was admitted, making the firm Tommey, Gregg & Beck. July 1, 1880, Mr. Tommey retired and Mr. Crumley was admitted, making the firm Beck, Gregg & Co. July 1, 1883, the firm was incorporated as the Beck & Gregg Hardware Co , which was the first incorporated mercantile business house in the South. The officers are: L. H. Beck, president; W. M. Crumley, vice-president; W.A. Parker, secretary and treasurer. The house occupies a building containing 64,000 square feet net floor space. They find business in the States of North and South Carolina, Georgia, Florida, Alabama, Mississippi and Tennessee; do a general Hardware business; also a supply trade in such articles as go to railroads, machine works, factories, mills, mines, etc.; working force consists of sixty men in all, and keep twenty-two traveling men on the road.

Weaver, Palmer & Richmond, Rochester, N. Y.: Their territory, naturally described as Western and Central New York; lines consist of general shelf Hardware, house-furnishing goods, builders' trimmings, agricultural tools and implements, tin plate and sheet iron and the special lines mentioned below: The general wholesale agency for S. L. Allen & Co., manufacturers of Planet Jr. implements; for rope and cordage manufactured by the Columbia Cordage Co., Auburn, N. Y.; the carborundum materials manufactured at Niagara Falls, N. Y.; for the Dodge Wood Split Pulleys; also the local agency for Oliver chilled plows. Some of the following special lines of goods which they handle, are Batcheller & Sons' hay and manure forks; Landers, Frary & Clark's table cutlery and Philadelphia Lawn Mowers. Also manufacturers of Ever Ready Tub Hoops. The members of this firm consist of S. J Weaver, Griff D. Palmer and Lee Richmond.

C. W. Hackett Hardware Co., St. Paul, Minn : Is a continuation of the business established by C. D. Strong n 1860, as a retail business, to which was added in a few years a small wholesale business. In January, 1873, Mr. Hackett came into the firm, the style of which was changed from C. D. Strong & Co. to Strong, Hackett & Chapin, and to an exclusively wholesale business It continued under this name until the death of Mr. Chapin in 1878, when it was changed to Strong, Hackett & Co. In 1885 the business was incorporated under the name of Strong-Hackett Hardware Co. In January, 1889, Mr. Strong sold his interest in the company to Mr. Hackett, and the company's name was changed to its present style, the C. W. Hackett Hardware Co The officers of the company are: C. W. Hackett, president; T. G Walther, vice-president; H. B. Gates, secretary and treasurer; J. C. Henry, assistant treasurer. The business originally was confined to a small part of the State of Minnesota. The territory now covered embraces all of Minnesota, North Dakota, South Dakota, Northern Iowa, Northern Nebraska, Northern Wisconsin, Montana, Idaho and Washington.

Lee-Glass-Andreesen Hardware Co., Omaha, Neb.: Established early in the year of 1880, under the firm name of H. J. Lee & Co. In September of the same year, E. M. Andreesen was admitted into partnership of the concern, and the firm name was changed to Lee, Fried & Co. In January, 1888, same was incorporated under the name of Lee-Clarke-Andreesen Hardware Co. In January, 1899, the firm name was changed to Lee-Glass-Andreesen Hardware Co. The present officers are: H. J. Lee, president; J. C Lee, vice-president; E. M. Andreesen, treasurer, and W. M. Glass, secretary and manager. Carry a full and complete line of builders' Hardware, mechanics' tools, nails, barb wire, sheet iron and tin plate; stamped, pieced and japanned tinware; guns, rifles, ammunition and sporting goods, bicycles and bicycle sundries, paints, oils and varnishes. The territory covered is as follows: Western Iowa, Northwestern Missouri, Northern Kansas, Western South Dakota, the entire States of Nebraska, Colorado, Wyoming, Utah, Idaho and part of Montana.

Palmer Hardware Co., Savannah, Ga.: Was founded in 1852, and was then styled Samuel Palmer & Son. On the death of Samuel Palmer, the firm name changed to Palmer & Deppish, being composed of Samuel B., who was the son in the former concern, Herbert A. Palmer and J. H Deppish On the death of Mr. Deppish, the firm was changed to Palmer Bros. and ran under that name for quite a while, and finally it was changed to Palmer Hardware Co. and has so remained until now. Is composed of Samuel B. Palmer, president; Herbert A. Palmer, vice-president; Henry W. Palmer, treasurer; all brothers and sons of Samuel Palmer, the originator of the business, and Armin B. Palmer, secretary, and son of Herbert A. Territory extends from the southern portion of South Carolina through Southwest Georgia and the northern portion of Florida, embracing some of the finest turpentine farms, saw mills and farms that are to be found in the Southern States.

H. W. Luetkemeyer & Sons, Cleveland, Ohio: In 1849, two young Germans, whose names were as long as their capital was short, formed a partnership to do a retail Hardware business; they styled themselves Luetkemeyer & Schmidthusen, had lots of energy and push, coupled with ability. This partnership continued until November 1, 1858, at which time H. W. Luetkemeyer bought out his partner's interests, continuing the business alone, and by close attention to details, conservative management and long hours (from 5 in the morning until 10:30 at night), the business continued to prosper. In the year 1878, his sons, E. H. Luetkemeyer and G. W. Luetkemeyer, joined him in his efforts, from which time the business has gradually increased and changed from retail to wholesale and retail, until now they have eighteen travelers on the road, covering Ohio, Indiana, Michigan, Pennysylvania, New York, West Virginia and Kentucky, and have sixty-four employees on their pay roll. In 1889, the firm was changed to H W. Luetkemeyer & Sons by the addition of 310 pounds avoirdupois in the shape of E. H. and G.W.Luetkemeyer, who are now respectively looking after the buying and finances of the concern. The retail room of which they are justly very proud is in charge of C. R. Luetkemeyer, who was admitted to partnership in 1897. This growing business is sub-divided into nine departments—cabinet, saddlery, builders, carriage and wagon makers, farriers' supplies, tinware and house-furnishing goods, farm implements, paints, oils, varnishes and brushes, bicycle and bicycle sundries, all of which are in the hands of able lieutenants, to whom a large share of the success of this house is due.

Marshall-Wells Hardware Co., Duluth, Minn.: Was estab-

Digitized by Google

lshed some ten years ago by Wells, Stone & Co., of Saginaw, Mich., then conducting a wholesale grocery business in that city, as well as in Duluth That firm, having large timber interests in that section, and after having commenced the construction of the Duluth & Winnipeg railroad, founded the Hardware house in close connection with these and other interests. Later the firm was consolidated with A. B. Chapin & Co., wholesale Hardware, under the name of the Chapin-Wells Hardware Co , which continued until the spring of 1893, when A. M. Marshall came from Saginaw and purchased a large interest, the name then being changed to the Marshall-Wells Hardware Co., and the capital increased to $300,000, with Mr. Marshall as president and manager, as at present. H. C. Marshall, formerly buyer in New York City for the Hardware Syndicate, came there January 1, 1896, to accept a position as one of the directors and buyer for this company. He is also its treasurer. The vice-president, A. H. Comstock, also a director, was for many years cashier of the Home National Bank of Saginaw, coming to Duluth and this company on January 1, 1895. F. W. Parsons, the secretary, formerly of Buffalo, has been with the institution from the date it commenced business.

Albany Hardware & Iron Co., Albany, N. Y.: This business began over 100 years ago, and now has a substantial trade, reaching out to a radius of 150 miles. The business was established in the last century and came down in succession through Samuel Hill, William Humphrey, Viele, Coles & Woodruff, Davidson & Viele and M. E. Viele to the present company, which was incorporated under the New York State laws, June 17, 1891, with a capital stock of $125,000. Their stock is one of the most complete and diversified in the State, including as it does bar and sheet iron, steel, tin plate, copper, zinc, nails; factory, mill and builders' supplies; blacksmiths', mechanics', carpenters' tools; household and hotel goods; besides, they are proprietors of the Ajax tin plates and galvanized sheets, "Gloss" Steel Beauty Oil Heaters, and handle the entire lot of the Albany Pump Co. and Albany Tool Co.'s products. To carry on this large business it requires exceptional facilities, which they possess in the fine main store, Nos. 39, 41 and 43 State Street, with a frontage of 58 feet; the branch store, No. 73 State Street, and the warehouse, fronting 80 feet on Hamilton Street, 185 feet on Union Street and 85 feet on Division Street. The firm is ably officered in Chas. H. Turner, president; W. B. Wackerhagen, secretary, and Jas. K. Dunscomb, treasurer, all capable and well-known business men. These, with Seth Wheeler, Peter Kinear and George I. Amsdell, constitute the board of directors. Mr. Turner has been president since 1891 and with the company for twenty-seven years. He was one of the founders of the present company, is a charter member of the Albany Club and president of the New York Association of Hardware Jobbers. Mr. Wackerhagen, also one of the founders, has been secretary since 1891, a member of the Fort Orange Club and other organizations, is a native of New York State, and has been connected with the house twenty years. Mr. Dunscomb has been treasurer since 1891. Before associating himself with the A. H. & I. Co., he was one of the firm of Phillips & Dunscomb, wholesale lumber dealers. He also is a member of the Fort Orange Club, as well as other organizations.

Frye, Phipps & Co , Boston, Mass.: Was established originally in 1816 by Montgomery Newall, at No. 6 Broad Street, Boston; from which place he removed to No 28 Broad in 1820 In 1831 he again moved to No. 83 State Street; where he remained till 1851, then going to No. 12 Pearl Street. In 1853 the firm name became Wilds, Coverley & Co., and occupied premises at No. 37 Pearl Street. In 1855, J. N. Frye, the head of the present firm, was admitted to partnership; the name being changed to Coverley, Frye & Co. In 1858 a new partner was admitted; and the name changed to Coverley, Frye & Knapp. It continued thus till 1860 when Mr. Knapp left the firm; the name being changed back to Coverley, Frye & Co ; and the location changed to No. 150 Congress Street. In 1864, Mr. Phipps was admitted and the name changed to the present one. The Boston fire in 1872 made new premises necessary; and the firm located at No. 118 Milk Street; remaining there till 1875; and then going to their present address, Nos. 23 and 25 Pearl Street. In 1892 A. M. Wiley and E. L. Richards were admitted to partnership; and in 1893 F. M. Smith was taken in. Frye, Phipps & Co. are unique in one respect; that being, that each of the four present members of the firm began, and bids fair to end, his business experience with the house. Mr. Frye is now entering upon his fifty-first year of business life; having entered the firm in 1849. He always has been, and is still, a most ardent sportsman; as a stock of choice guns, and a pile of targets with the bull's eyes pretty well cut out, will attest. He states with pardonable pride that he killed his first deer in 1838; and has since hunted from Nova Scotia to Louisiana. Their trade is strictly wholesale and largely in New England. Among their specialties may be mentioned Russell & Erwin's builders Hardware, Henry Disston's saws, Nicholson's files, Ames shovels; and the Bonnie Blue axe.

Wells & Nellegar Co., Chicago, Ill.: Was organized as a wholesale business in 1878 by Robert M. Wells and John B. Nellegar. In 1883 they incorporated the Wells & Nellegar Co. with a capital stock of $100,000, with J. B. Nellegar, president; R. M. Wells, treasurer, and J. B. Bettles, secretary. About this time the business was removed from No. 151 Lake Street to Nos. 72, 74 and 76 Lake Street, its present home. The original capital stock of $100,000 was increased in 1885 to $125,000, in 1888 to $137,500, in 1892 to $150,000, in 1896 to $200,000. The present officers are: J. B. Nellegar, president; Robert M. Wells, first vice-president and treasurer; James H. Paterson, second vice-president; J. B. Bettles, secretary. These, with Philip R. Woodford, constitute the board of directors.

The Sirens of Business Competition.

Since making this topic one for special thought there has repeatedly come to my mind an incident related of Ulysses. You remember, when returning in his ships, of the many incidents which befell his company, and as he desired to avoid others, that when he was about to pass the point where the beautiful but baleful sirens sang he had himself lashed to the ship and had his sailors' ears filled with wax that they might not hear; for it is related that none heard and lived Those who heard would cast themselves in the sea and be dashed to death against the rocks in their efforts to reach these attractive sirens. Ulysses, enchanted as others had been, strove in vain for release from his bonds. The narrative concludes with the statement that he was the only one who heard the sirens and lived, and that the sirens in despair cast themselves into the sea and were lost.

Is it possible for us to bind ourselves to our commercial bark with strong ties of business prudence, common sense, broad mindedness and wise methods, and to so fill the heads of our salesmen with other thoughts that they may not hear the sirens' unreasonable song of competition, and thus be impelled to throw themselves into the sea to perish? Is it possible that these sirens can be so discouraged that they will not further tempt us to swerve from the true course? Then shall our bark reach the harbor in safety, laden with the successes of the voyage, having won for us retirement from further strife and proper enjoyment of the fruits of our labors.—*W. H. Preston.*

The area of Cuba equals that of Pennsylvania; its length being 775 miles, and its width varying from 30 to 160 miles.

Digitized by Google

UNIVERSAL SHARPENING MACHINES.



HAND POWER MACHINES.

	EACH.
No. 2, Japanned,	$3.50
No. 4, Nickel-Plated	$5.00

For household and general use.

FOOT POWER MACHINE.

No. 1, $25.00 each

For Packers, Tanners, Butchers, Farmers, Hotels and Restaurants.

Liberal Discount to the Trade.



Most perfect knife sharpener made.

Easily operated and quick work.

The degree of perfection attained by the use of this machine is far superior to that accomplished by the ordinary method of hand work.

These machines are practical, based on correct mechanical principles and have reached their present state of perfection after many years of experimenting.

They are simple in their construction, very durable and sharpen with great rapidity.

Knives keep their proper shape and last much longer when sharpened with the "Universal" machine. Silver-plated knives can be sharpened without damaging the blade.

Every dealer and every family should have one of these machines.

We guarantee the "Universal" machine to be as we represent it, "practical, convenient and perfect"

JOHN CHATILLON & SONS,

85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK.

ESTABLISHED 1835.

SCALES AND BUTCHERS' TOOLS.

SOLE AGENTS:
FOSTER BROS. CO.,
Butchers' Knives and Tools
PHOENIX KNIFE CO.,
Pocket Knives, &c.
FRIEDERICH DICK,
Butchers' Steels, &c.

Digitized by Google

THE OSGOOD PATENT SCALE,

United States Standard.

WAGON, COAL, HAY, BARN, STOCK, COTTON, SUGAR.



Beams—Heavy Brass, highly polished
Beam Boxes—Large Standard Size, nicely painted.
Platform—Eight regular sizes from 7 x 3 feet to 8 x 22 feet. Can make **any special size** to fit any barn or building at small additional cost.
Capacity—From 3 to 15 tons.
Extension Levers—To carry beam any distance from platform at slight extra cost.
With or Without Pit—Same depth as any scale and shallower than many, or built on top of ground, saving pit entirely.

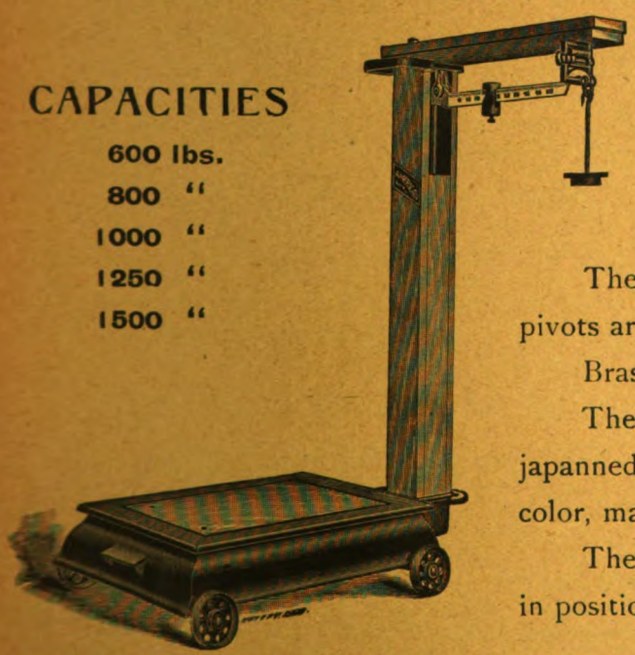
Simple—From 4 to 8 less bearings than any scale on the market. Any carpenter can erect our scale from our simple directions.
Strong—Tested to double the capacity before leaving factory.
Accurate—By use of Osgood Patent Bearings. Sealed with U. S. Standard weights.
Guaranteed—The **best** in the market and every scale goes out under the **"Osgood"** guarantee backed up by 40 years reputation.
20,000—Now in use, giving perfect satisfaction.

Before Buying, send for full Descriptive Circulars, etc. Lowest Prices in the Market for good goods.

THE AMERICAN SCALE.

CAPACITIES

600 lbs.
800 "
1000 "
1250 "
1500 "



Has been on the market for years, and has become favorably known as the finest scale that is being offered the trade to-day at the price.

They are carefully adjusted by competent workmen, and are guaranteed U. S. Standard Scales.

The material throughout is of the best quality, and all pivots are of steel.

Brass beam with sliding point and thumb screw.

The brass work is highly polished. The iron work is japanned in black and the wood work is finished in its natural color, making a very attractive combination.

They are carefully packed for shipment, and can be set in position ready for use in a few minutes.

OSGOOD SCALE COMPANY, . Binghamton, New York

SURPLESS, DUNN & CO., *55 Warren Street, New York, Agents.*

Export Agents, **LEO ALEXANDER & CO.,** *66 Beaver Street, New York City.*

Digitized by Google

SURPLESS, DUNN & CO.

Hardware ..Tools.. Handles

... AND ...

HARDWARE SPECIALTIES.

55 WARREN STREET, - - NEW YORK, U. S. A.

Representing Manufacturers of the Following Goods:

Shovels, Spades and Scoops, Snow Shovels, etc.

Wood, Iron and Steel Tackle Blocks, Iron and Lignum Vitæ Sheaves.

Blacksmith's Forges, Blowers and Tire Benders, Hose Reels and Park Settees.

Trace, Breast and Stake Chains, Cow Ties, Black and Self-Color Coil Chain, Bright German Pattern Coil Chain, Halter Chain and Machine Chain.

"Yerkes" Hammers, Sledges, Mauls, Anvil Tools, Crow Bars, Wedges, etc.

Bell Bottom and Car Box Jack Screws, Stable Fittings, Lawn Vases, etc.

Hickory Axe, Pick, Sledge and Hammer Handles.

Ash Handles, Lumberman's Tools and Telegraph Construction Tools.

Wood and Steel Wheelbarrows.

Osgood's Standard Wagon, Warehouse and Platform Scales.

Griffin's Steel Shelf Brackets, Family Ice Tongs and Wrought Washers.

Wrought Hooks, Hasps, Staples, Hitching Rings, Hinges, etc.

"Weldless" Steel Garden Rakes, "Howard" Coal Picks, Side Walk Cleaners.

Grain Cradles and Scythe Snaths.

Engineers' and Agricultural Wrenches, Carriage, Machine, Tire and Stove Bolts, Coach and Lag Screws, Bolt Ends, Rivets, etc.

Differential Pulley Blocks, Screw Hoists and Hydraulic Jacks.

Solid Box Vises. Nail Pullers.

Malleable and Cast Iron and Brass Scandinavian Pad Locks, High Grade Steel, Brass and Bronze Pad Locks, Night Latches, etc.

Hot Forged Twist Drills.

Socket and Tang Chisels and Gouges, Turning Tools and Drawing Knives.

Files and Rasps, Screw Drivers.

Choppers, Vises and Mechanics' Fine Tools.

Slaters' Tools, Rod Cutters and Hayden Pipe Wrenches.

Brock's Standard Chain Pipe Wrenches.

Drop Forged Engineers' and Set Screw Wrenches.

Harness Snaps, Halters, Rope Ties, Neck Yoke Centres, Wagon Jacks, etc.

"Mrs. Potts," "Star" and "B. B." Sad Irons, Polishing Irons, etc.

Sherwood's Standard White Lustral Wire Ware.

Bicycle Pumps and Lawn Sprinklers.

Cast Hammers and Hatchets, Lemon Squeezers and large line of Cast Iron Specialties and Toys.

Braided Sash Cord.

Brass and Rattan Push Brooms.

Vulcan, Naphtha or Gasolene Torches.

Sheep, Grass and Hedge Shears, Ice Picks and Can Openers.

Upright and Angular Boring Machines.

Boxwood and Ivory Rules, Planes, Plumbs and Levels, Hand Screws, Marking Gauges, Chisel, File, Plane and Saw Handles.

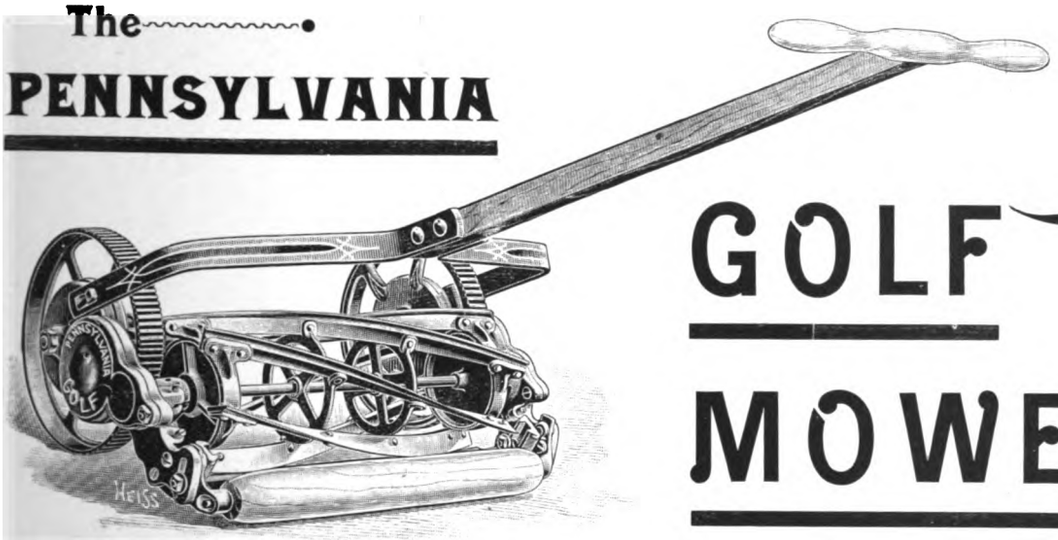
Digitized by Google

ALWAYS ABREAST OF THE TIMES!

The Trade naturally look to us for the newest and latest improvement in Lawn Mowers, and they are not disappointed.

HERE IT IS

The PENNSYLVANIA



GOLF MOWER.

High wheels, six cutting blades, handsomely painted in aluminum and gold, cherry handle, etc., showing the highest attainment in the Lawn Mower world.

... ALSO BEAR IN MIND THIS ...

Glittering Galaxy of Genuine Goodness. ...

"Pennsylvania," "Continental,"
"New Quaker City," "Great American,"
"New Departure," "Belmont,"
"Girard," "Westfield."

Horse and Pony Mowers.

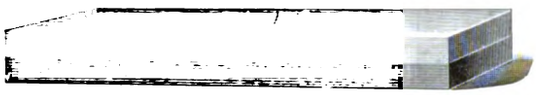
CATALOG FOR THE ASKING.

SUPPLEE HARDWARE CO.,

Philadelphia.

Digitized by Google

INDIA OIL STONES.





Every Stone Guaranteed.



(TRADE MARK.)

All the Desirable Shapes.

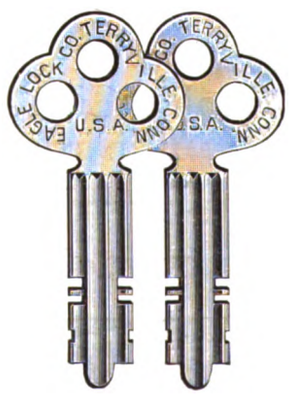
SEND FOR CATALOGUE.

Norton Emery Wheel Co., Worcester, Mass.

EAGLE LOCK CO.,

TERRYVILLE, CONN., and 98 CHAMBERS STREET, NEW YOR K.





MANUFACTURERS OF

CABINET LOCKS, PADLOCKS AND TRUNK LOCKS.

Digitized by Google

IF IT'S AN ARCADE, IT'S THE BEST.

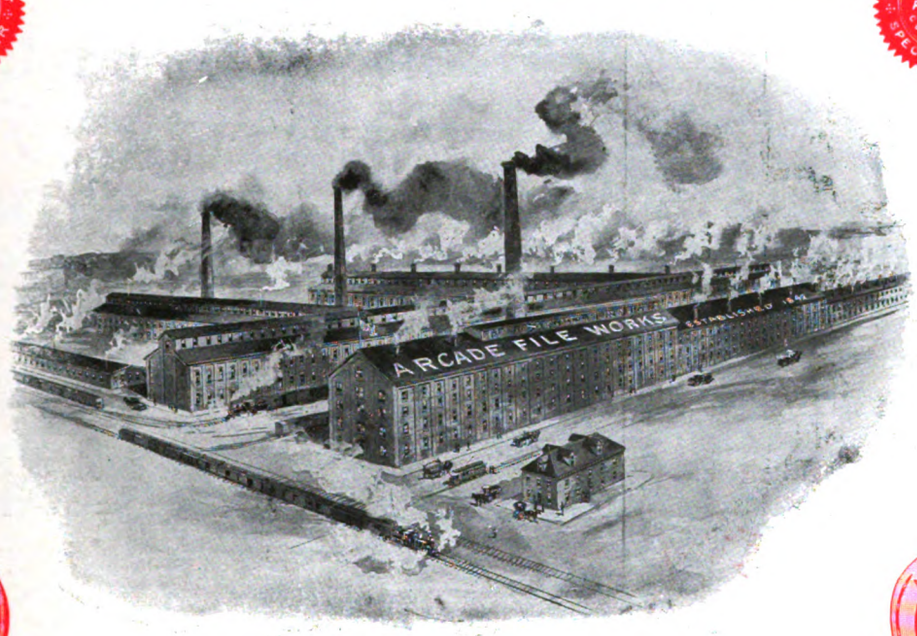
That the ARCADE FILE WORKS at Anderson, Indiana, is the largest and most completely equipped plant for the manufacture of files in the world is a minor point. It's product is what you are interested in, and the Arcade product stands at the head of file production for the common sense reason that their methods and facilities are ahead of their competitors.

Mr. Alfred Weed, who is the superintendent and mechanical head of the company, is one of the oldest file makers in the United States, and has probably taken out more patents on file machinery than any other living manufacturer. The entire plant at Anderson is the product of his skill and practical experience, comprising machinery especially designed for turning out every detail of the work, not only by the most careful and systematic methods, but with the greatest possible saving of time and money. Fifty Cents goes as far here as a Dollar in many of the old fashioned plants. Then, too,

WEED'S PATENT INCREMENT CUT FILES.

WEED'S IMPROVED CUT GUARANTEE SEAL ALL FILES ARE FULLY GUARANTEED SPECIAL TEMPER

NEW YORK, 97 Chambers St.



CHICAGO, 118 Lake St.

ARCADE TRADE MARK

ARCADE FILE WORKS, ANDERSON, IND. U. S. A.

Established 1842.

the company owns a tract of natural gas land from which their fuel supply is drawn—the cheapest fuel in the world; and buyers of ARCADE files get the advantage of all these economies by the increased value of the product.

These facts show why it is safe for us to sell files under our guarantee that THEY WILL CUT FASTER AND WEAR LONGER THAN ANY OTHER FILE ON THE MARKET, OR WE WILL MAKE NO CHARGE. All our files have Weed's Improved Increment Cut, which equals the best English Hand Cut.

If you use files take advantage of this offer on a trial order, however small. There's absolutely no risk to you in the trial.

IF IT'S AN ARCADE, IT'S THE BEST.

Digitized by Google

WE CONTROL

ICE SKATES,
Mfd. by
Keene Mfg. Co.

WOOD SCREWS,
Mfd. by
Boston Screw Co.

WE SELL CARPENTERS' TOOLS,

BUILDERS' HARDWARE,
BICYCLES, RAILROAD SUPPLIES,
CORDAGE, CUTLERY,
BICYCLE SUNDRIES, FARMING TOOLS,
LAWN MOWERS,--WIRE & CUT NAILS.

WE REPRESENT

LEADING MANUFACTURERS.

WE CARRY FULL LINES

of their productions, and THE LARGEST STOCK of Hardware and Bicycles in New England.

BIGELOW & DOWSE CO.,

ESTABLISHED 1839.

229 FRANKLIN ST.,

BOSTON, Mass.

Digitized by Google

TELEPHONE, 3038 CORTLANDT. ESTABLISHED 1858. P. O. BOX, 1146.

J. C. McCARTY & CO.,

Hardware Manufacturers

. . AND . .

Manufacturers' Agents,

10 WARREN ST., - NEW YORK.

LIST OF AGENCIES.

ENTERPRISE MFG. CO. of PENNSYLVANIA, Sad Irons, Coffee Mills, Meat Choppers, Lawn Mowers, etc.

AMERICAN HORSE SHOE CO., Horse, Mule and Snow Shoes.

THE AVERY STAMPING CO., Steel Shovels, Scoops, Hollow Ware, etc.

THE SUN MFG. CO., Fine Box and Side Coffee Mills, Money Drawers, etc.

COES WRENCH CO., Improved Knife Handle and Mechanics' Wrenches.

NATIONAL HORSE NAIL CO., Champlain Forged Horse Nails.

UTICA TOOL CO., Hoes, Forks, Rakes, Coke and Coal Forks, etc.

OLIVER IRON AND STEEL CO., Carriage and Machine Bolts, Coach and Lag Screws, Picks, Mattocks, Grub Hoes, etc.

DANA & CO., Peerless-Iceland and Zero Ice Cream Freezers.

THE FRED J. MEYERS MFG. CO., Wire Goods.

A. E. DEITZ, Fine Locks and Night Latches.

HAMDEN MFG. CO., Ives' Augers, Bits and Braces.

HELLER & BROS., Horse Rasps and Farriers' Tools and Machinists' Hammers.

NARSH HAME CO., Narsh Patent Adjustable Hames.

KEYSTONE LOCK WORKS, Malleable and Cast-Iron and Brass Scandinavian High Grade Steel, Brass and Bronze Pad Locks.

WHITEHEAD BROS. RUBBER CO., Belting, Packing and Hose.

SOUTHERN HANDLE CO., Hickory Axe, Pick, Sledge and Hammer Handles.

UNITED STATES EDGE TOOL CO., High Grade Axes.

STUBB'S STEEL CO., Tool Steel, Grill Rods, Hack Saws, etc.

ARUNDEL CASTER MFG. CO., Furniture Casters, Porcelain Shutter Knobs, etc.

MARYLAND HINGE CO., Steel Strap, T. and Butt Hinges.

CHISHOLM & MOORE MFG. CO., Steel Door Hangers and Rail, Chain Hoists, etc.

TUCKER & CARTER ROPE CO., Solid Braided Cordage.

PEERLESS MFG. CO., Clothes Wringers.

WRIGHTSVILLE HDW. CO., Cast Iron Hardware, Blind Hinges, etc.

FISHER & NORRIS, Eagle Anvils and Chain Vises.

FOOS MFG. CO., Portable Forges, Blowers and Drills.

GLEN ROCK WIRE CLOTH CO., Painted Hard Steel, Rustless, Bronze and Brass Wire Screen Cloth.

O. B. WILSON, Stock Bells, etc.

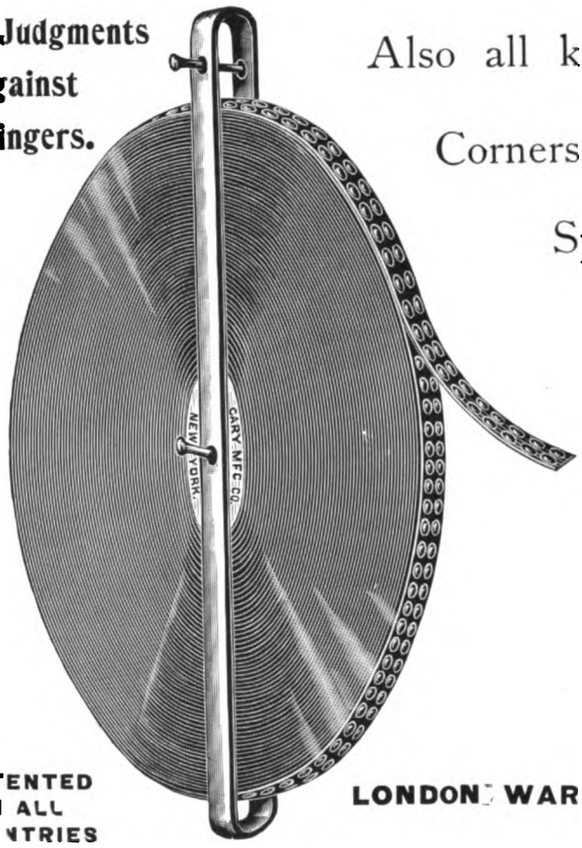
GIANT PATTERN NAIL PULLERS, "U-N-X-L-D."

SAMSON Carriage and Wagon Jacks.

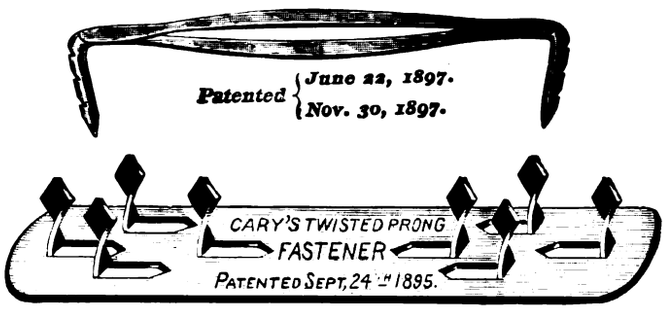
Digitized by Google

CARY'S UNIVERSAL BOX STRAP.

Six Judgments Against Infringers.



Also all kinds of Wire Box Strapping, Box Corners, Clasps, Crate Hinges, and other Special Goods for Shippers' use.



Telephone - - - - - - 1445 Franklin.
Cable Address - - - - Carleio, N. Y.

PATENTED IN ALL COUNTRIES

LONDON WAREHOUSE: 17 UPPER THAMES ST.

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., New York.

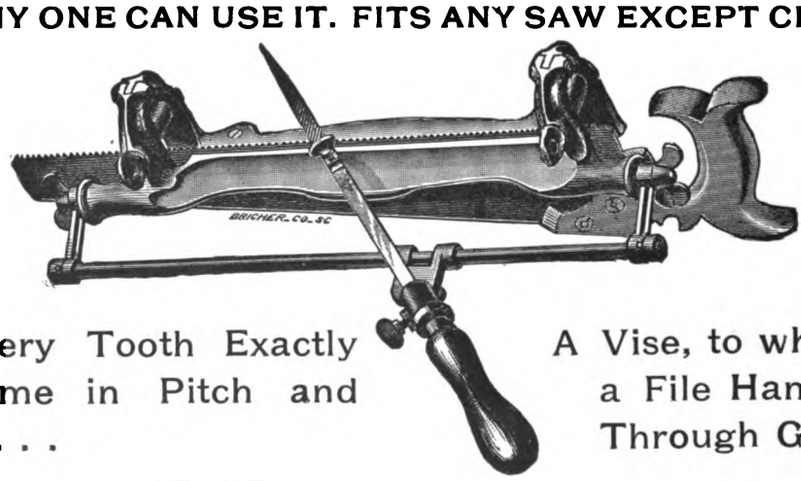
THE ELKINS SAW FILER AND CLAMP.

WILL HOLD AND FILE A SAW PERFECTLY. REQUIRES NO EXPERIENCE. ANY ONE CAN USE IT. FITS ANY SAW EXCEPT CIRCULAR.

Complete in itself.

Always Ready for Use.

Light, Strong and Durable.



No loose parts to get out of order.

Packed in small Space when not in use.

Makes Every Tooth Exactly the Same in Pitch and Bevel. . . .

A Vise, to which is Fixed a File Handle Moving Through Guides. . . .

ADJUSTS INSTANTLY TO ANY POSITION DESIRED.

A. J. Wilkinson & Co., Sole Agents.

180, 184, 188 Washington St., BOSTON, Mass.

Digitized by Google

THE "PHILADELPHIA" LAWN MOWER CO.

LARGEST MAKERS OF LAWN MOWERS IN THE WORLD

3107 & 3109 CHESTNUT STREET

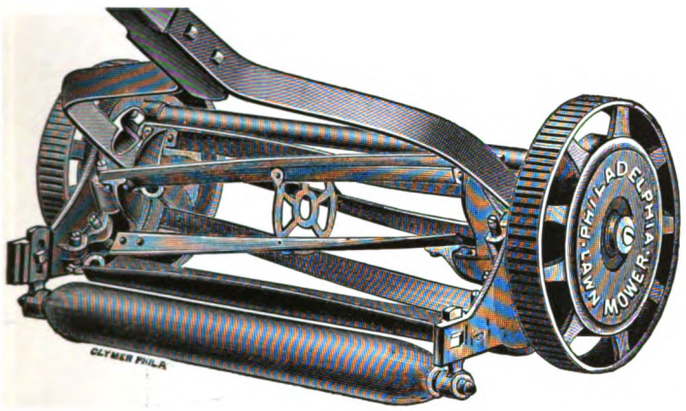
····PHILADELPHIA····

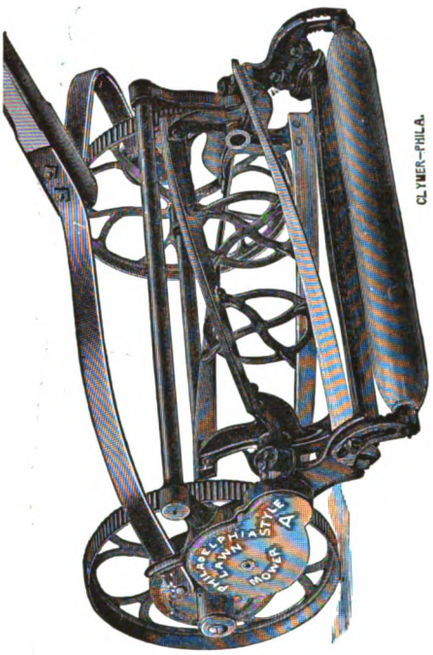
Patentees and Manufacturers of ·····

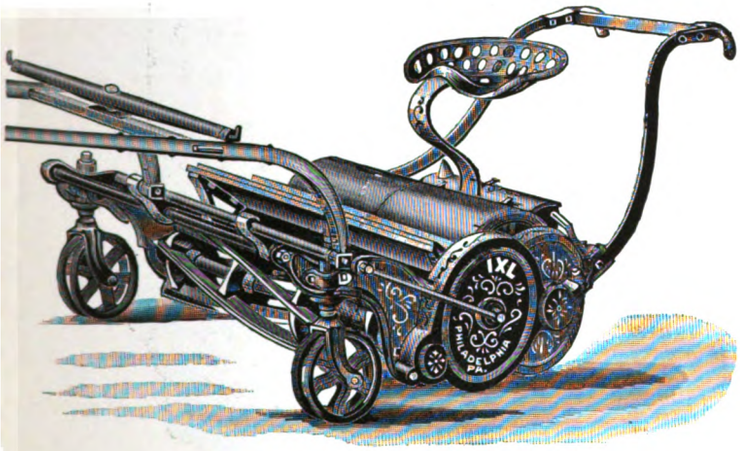
THE GENUINE "PHILADELPHIA" LAWN MOWERS

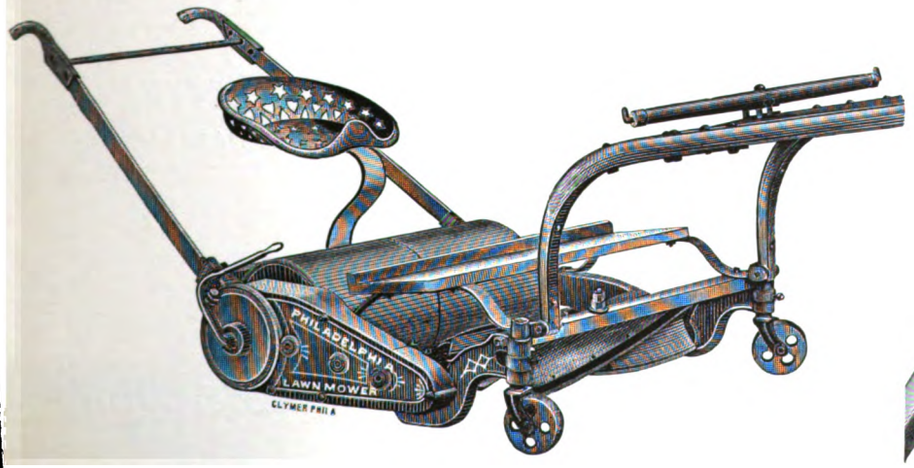
·····LAWN SPRINKLERS, LAWN SWEEPERS













Digitized by Google

RUSSELL & ERWIN MANUFACTURING COMPANY.

Builders AND OTHER *Hardware.*



TURENNE,
FRENCH RENAISSANCE.



BRAMANTE,
ITALIAN RENAISSANCE.

NEW BRITAIN, CONN., NEW YORK,
PHILADELPHIA, CHICAGO, BOSTON, BALTIMORE, LONDON.

Digitized by Google

RUSSELL & ERWIN MANUFACTURING COMPANY.

Builders AND OTHER *Hardware.*



ANTOINETTE,
LOUIS XVI.



LEYDEN,
FLEMISH.

NEW BRITAIN, CONN., NEW YORK,
PHILADELPHIA, CHICAGO, BOSTON, BALTIMORE, LONDON.

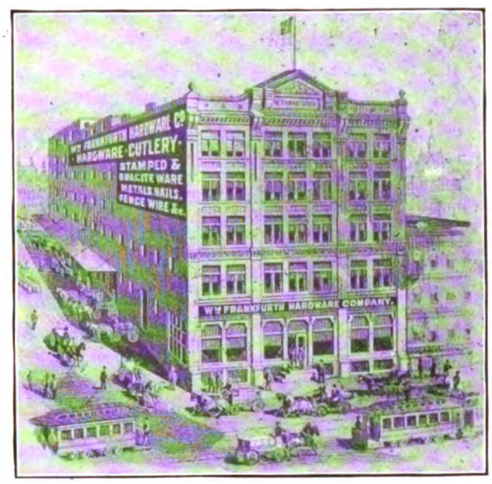
Digitized by Google

ESTABLISHED 1861. INCORPORATED 1885

Wm. FRANKFURTH HARDWARE CO.

Jobbers of

HARDWARE,



Cutlery, Revolvers, Tinplate, Mechanics' and Edge Tools,

Builders' Outfits in all styles, Farming Tools, Bicycles, Fishing Tackle, etc.

116 and 118 Clybourn Street,

MILWAUKEE, WIS.

BRAINERD-TANNER COMPANY,

90 Chambers St., New York,

MANUFACTURERS OF

HARDWARE SPECIALTIES.

THE DICKSON TRANSOM LIFTERS AND OPENERS.

The best, cheapest and most desirable for stock.

B. T. CO.'S VERTICAL SASH PIVOT.

Locks the Sash permanently at any angle.

PIANO HARDWARE OF EVERY DESCRIPTION.

"The Waring" Kant-Kome-off Kover GARBAGE CAN.

A patented device makes the cover entirely non-removable.

ALSO REPRESENT

M. BRUNTON & SON, SCOTLAND,

MUSIC AND MECHANICAL WIRE,

ARMATURE, SILVER STEEL, SPRING, SHAPED, AND HARDENED AND TEMPERED WIRE for all purposes.

Steel Spokes for Bicycles, etc., etc.

Beacon Bearing "Anti-Friction" Metal.

"Mussel" Flux Metal for Galvanizers.

MASERIR Lösch Papier.

Lightning Graining Paper.

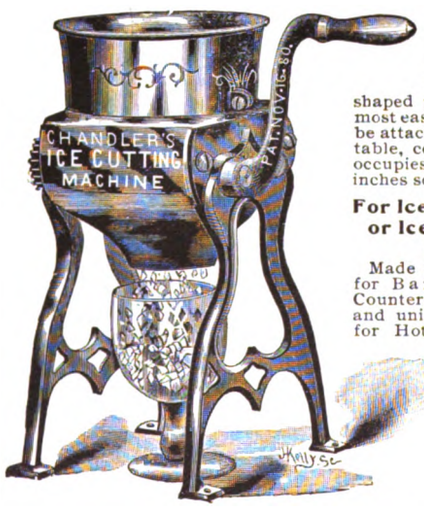
SEND FOR CIRCULARS AND PRICES.

CHANDLER'S ICE CUTTING MACHINES.

NO CHILLED HANDS.

The Labor of Preparing Iced Drinks Changed to a Pleasure.

INDISPENSABLE FOR FAMILY USE.



A small, compact, simple, strong and cheap machine, which cuts the ice into small diamond shaped pieces with the utmost ease and rapidity. Can be attached by screws to any table, counter or shelf, and occupies a space only eight inches square.

For Iced Tea or Coffee or Ice Cream It Has no Equal.

Made in five sizes: No 1, for Bar Tops and Soda Counters; No 2, for family and universal use; No. 2½, for Hotels, Hospitals and Boarding Houses; No. 3, for large Hotels, Confectioners, etc

No. 1,	-	3.50
No. 2,	-	5.00
No. 2½,	-	8.00
No. 3,	-	20 00

Special attention is called to the two largest sizes, No 2½ and No. 3, designed for Hotels, Confectioners, Hospitals and other institutions, where crushed ice is used in quantities for table, ice cream, or other purposes

The No. 2 ½ stands eighteen inches high, occupying a space eight by eleven inches, weighs about 25 lbs., and will take in a piece of ice weighing 12 lbs.

The No. 3 stands two feet high, occupying a space fifteen inches square, weighs about 85 lbs., and will take in a cake of ice weighing 25 lbs.

C. E. JENNINGS & CO.,

79 Reade and 976 Chambers St., NEW YORK, U. S. A.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING . . .

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

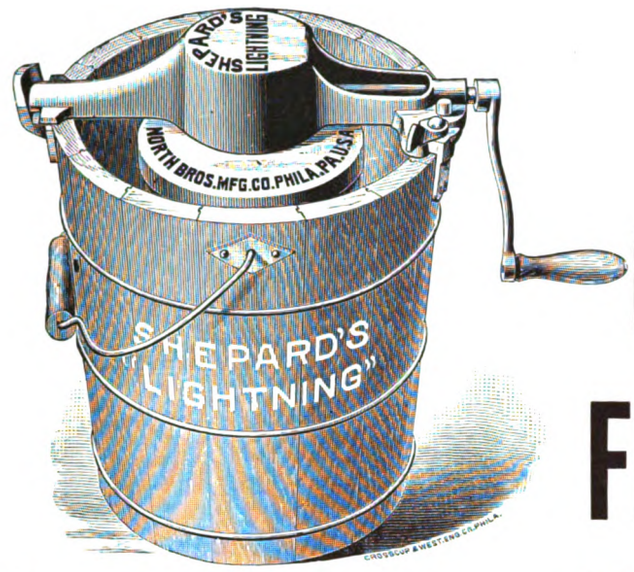
1420 Chestnut Street,

PHILADELPHIA, PA.

Digitized by Google

They Excel in . . .
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

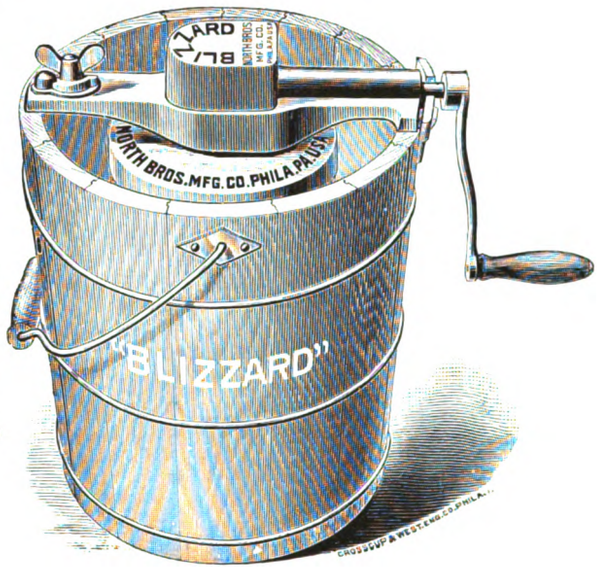
They are . . .
Well advertised.
In demand.
Easily Sold.
Satisfactory in use.
Of known reputation.



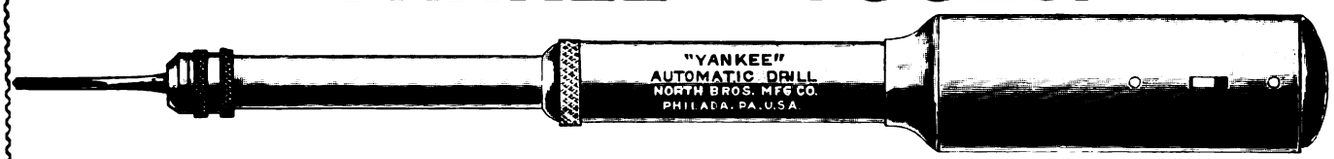
ICE CREAM FREEZERS



Our '99 "Freezer Book" Tells all About Them. Sent Free.



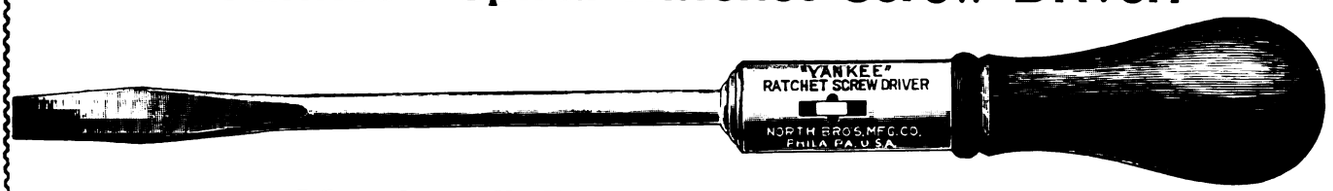
"YANKEE" TOOLS.



"Yankee" Automatic Drill.



"Yankee" Spiral-Ratchet Screw Driver.

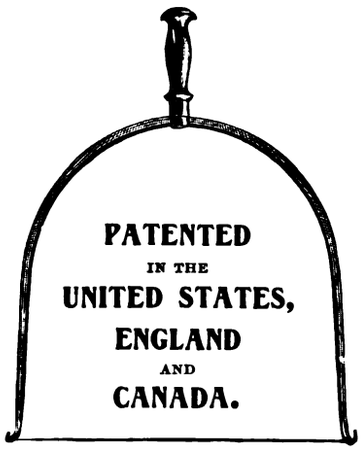


"Yankee" Ratchet Screw Driver.

SEND FOR THE "YANKEE TOOL BOOK."

NORTH BROS. MFG. CO., Philadelphia, Pa., U. S. A.

Digitized by Google



PATENTED
IN THE
UNITED STATES,
ENGLAND
AND
CANADA.

CUT No. 1.

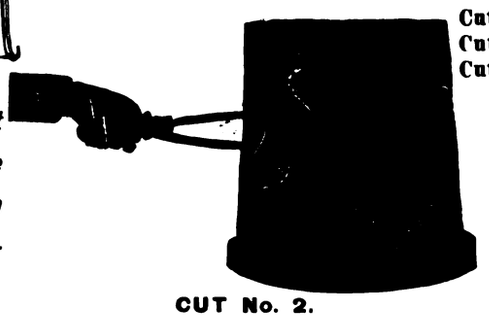
The Cutter is made of best material throughout. The Bow is of Spring Steel, with Piano Wire Knife and Maple or Rosewood Handles.

SOLD THROUGH Hardware Trade Only.

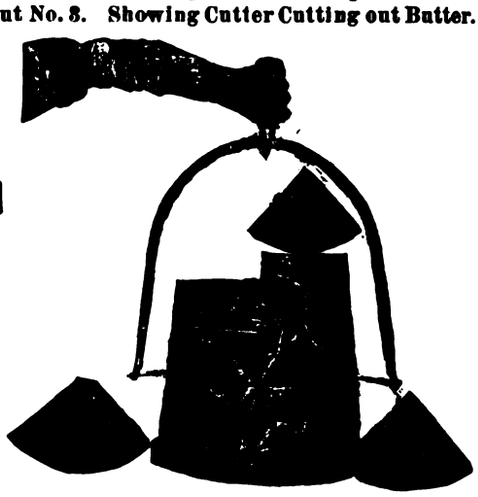
The "BOSTON COLD STORAGE" BUTTER and CHEESE CUTTER.

Does its work perfectly. Does not break off small pieces. The only perfect tool for wiring butter in the market.

Cut No. 1. Showing Cutter.
Cut No. 2. Showing Cutter Wiring Butter.
Cut No. 3. Showing Cutter Cutting out Butter.



CUT No. 2.



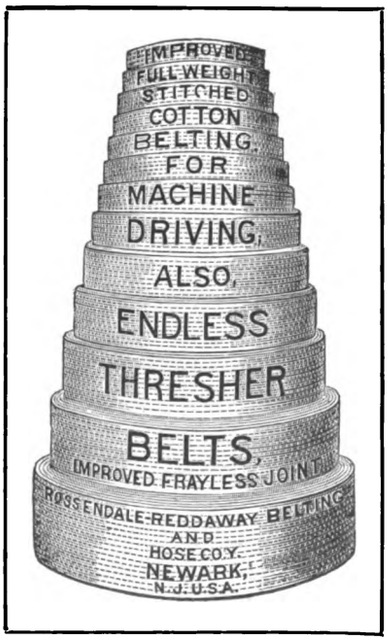
CUT No. 3.

Special Inducements offered to the Jobbing and Retail Trade. Write for Prices, Discounts and Territory.

Manufactured by

E. G. BENNETT, 2 Parlin St., EVERETT, MASS.

ROSSENDALE-REDDAWAY BELTING & HOSE CO.,



NEWARK, N. J., U. S. A.

. . . MANUFACTURERS OF . . .

Stitched Cotton Belting,

"SPHINX" Brand,

for Machine Driving, and

Thresher Belts,

made endless.

Linen Fire Hose,

Red and Blue Line, for Underwriters' Uses.

STANDARD! COMPETITION!

Digitized by Google

LOCKWOOD CYLINDER LOCKS.

We assert without fear of disproval that we manufacture a line of **FINE CYLINDER LOCKS** which are unequalled----in fact, we manufacture the **BEST** line of these goods made in this **COUNTRY,** taking the word best at its full meaning.

In **SECURITY, MECHANICAL EXCELLENCE** and **MULTIPLICITY** of **CHANCES** obtained there is only one other line that is just as good, but in the matter of **PRICE,** quality for quality, size for size, we give more **VALUE** for a **DOLLAR** than our famed competitor----therefore our claim of the best line of **CYLINDER LOCKS** made in this **COUNTRY.**

We invite the attention of **ARCHITECTS** and **DEALERS** to the above assertion, knowing that a careful inspection by competent **CRITICS** will **ESTABLISH** our **CLAIM.**

We also manufacture a full line of Fine Builders' Hardware in the **PUREST** of **BRONZE METAL.** Also a complete line of Steel and Iron Builders' Hardware in all the popular finishes. For further information apply to our Sales Agents,

Allerton, Clarke Co.,
97 Chambers St., New York.

Allerton, Clarke Co.,
118 Lake St., Chicago, Ill.

Hardware Agency Co.,
36 Pearl St., Boston, Mass.

LOCKWOOD CYLINDER LOCKS.

Digitized by Google

1875.

COVERT'S

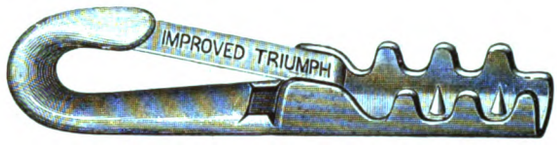
1899.

UP-TO-DATE SNAPS.





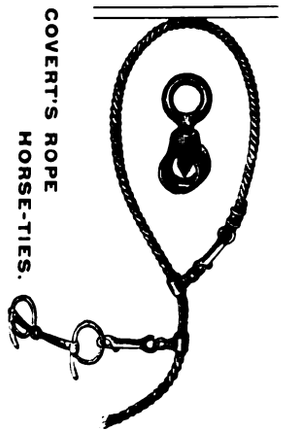
Made in sizes for 5-16, 3-8, 7-16 and 9-16 in. Rope.



Made in sizes for 1-4, 5-16, 3-8 and 1-2 in. Rope.



"TRIUMPH" BIT SNAP.



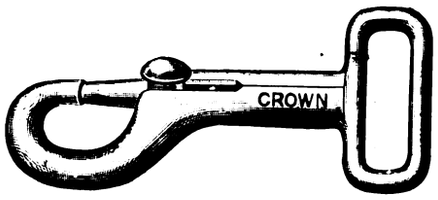
COVERT'S ROPE HORSE-TIES.



MINIATURE.

FARMER, NEW YORK, U. S. A.













COVERT'S ROPE CATTLE-TIES.



NECK YOKE CENTER BANDS.



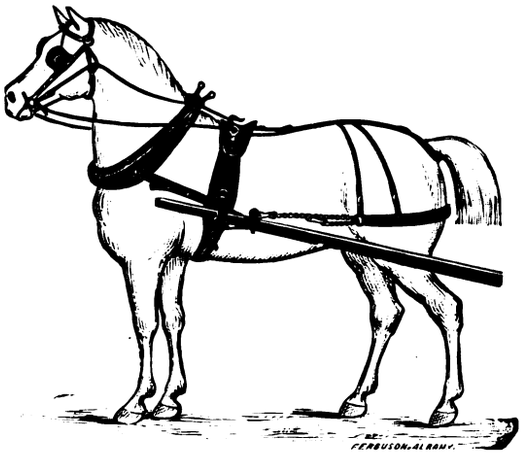
HALTER CHAINS.



REIN CHAINS.

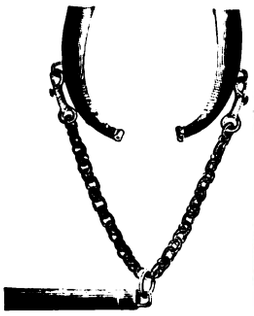


HANDY HITCHING WEIGHTS.

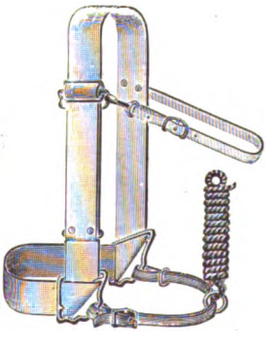




VICTOR.



BREAST CHAINS.



ADJUSTABLE WEB HALTERS.



HOLD-BACK CHAINS.

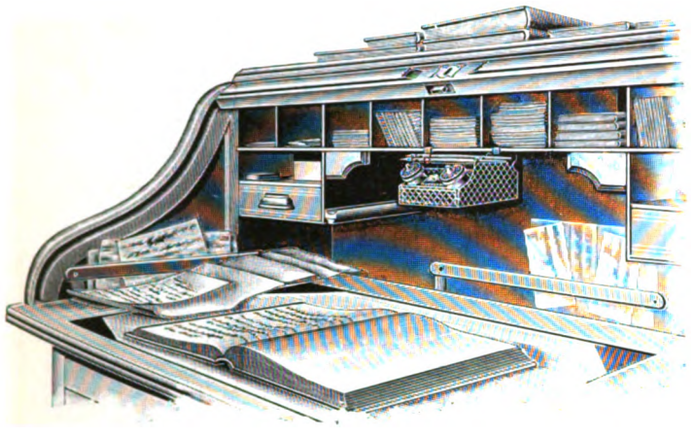
YOU HAD BETTER HAVE OUR COMPLETE CATALOGUE. WE CAN'T PUT EVERYTHING ON THIS PAGE.

FARMER, NEW YORK, U. S. A.

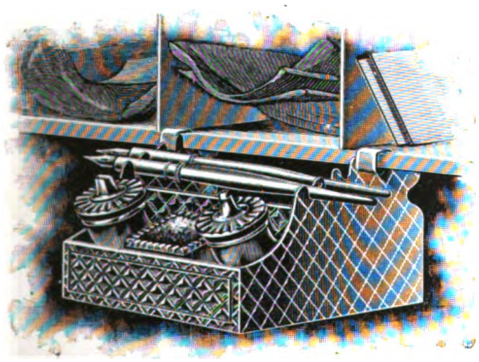
Digitized by Google

The Hayne Suspended Inkwell.

A suspended inkstand above the table surface of a roll-top desk is of such obvious advantage that it is a wonder that the idea had not been thought of before the Hayne Suspended Inkwell, which is being put upon the market by the Universal Specialty Co., No. 151 Chambers Street, New York, was invented. The saving secured in space alone would be sufficient to recommend it, even if there were no other points in its favor. Economy—economy in expendi-



ture, economy in material, economy in space, not alone in the office at large, but on the office desk as well and in particular—is one of the watchwords of the hour, and certainly more room is obtained upon a roll-top desk, and the idea of economy in space subserved by suspending an inkstand above the desk surface rather than having it, even though it be comparatively smaller in size, in the place where the usual inkstand is to be found. Of the two illustrations of the Hayne Inkwell given herewith, one shows the device attached to the desk shelving, from which a better idea can be gained of how it is done and also what the inkwell looks like than from the second, which is intended to show the orderly arrangement of which a desk is capable where a Hayne Inkwell is used. A few of the advantages of the Hayne Inkwell, as pointed out by the manufacturer, may be added. One is that its suspended position prevents spattering or spilling of ink. Another is that the pen will be thoroughly inked every time it is dipped. A third is that it is impossible to submerge the penholder. The last two named are most desirable points, and are not due to any patented or automatic device, but merely to the shape of the bottles and the inkwell tube. The last named point means that the penholder is not stained, and consequently



that the fingers are kept free from ink. Indeed, the manufacturer says that it was through using this inkwell for a year, thereby having its good points forced upon him, that he became interested in the patent, while the patentee states that the idea was suggested to him in his work as an architect. These and other advantages possessed by the Hayne Inkwell are summarized as follows: 1, it leaves the entire table surface of the desk free and clear; 2, it holds two kinds of ink and three times the quantity that an ordinary inkwell does, and also a neat sponge cup; 3, it is the easiest, most natural position for use, no reaching, spattering or spilling; 4, it occupies entirely unused space and is always in the same spot; 5, it can be put on or taken off the desk in a moment, no screws or nails, only a pair of small spring clips being used; 6, the ink does not evaporate or become thick; 7, it cannot fail to ink your pen thoroughly; 8, nothing about it to get out of order; 9, it has a most convenient pen rack; 10, it is a very handsome ornament; and 11, it costs less than the poorer kinds. The inkwell is made of heavy stamped brass, and is manufactured in three styles of finish, as follows: Plain, nickel-plated, electro lacquered, polished brass, and electro lacquered, embossed brass. The fittings are made of flint glass, and each inkwell is packed in a neat wooden box, which is fitted with a slide cover and in which the article may be safely shipped by mail.

Sectional Window Weights.

One of the objectionable features in the old style window weights is that the dealer is obliged to keep a large and cumbersome assortment of pieces in stock; more or less of which are in sizes seldom called for, and remaining on hand as old stock. This difficulty seems to be satisfactorily obviated by the Walda Sectional Window Weights, now being placed on the market by the Barney & Reed Mfg. Co., of Boston, Mass.

These weights, as will be seen from the illustration, are made in two forms—round and square—the former being used for ordinary purposes, and the latter being designed to take the place of special, or lead, weights. The dealer with an assortment of only six sizes is enabled to fill any



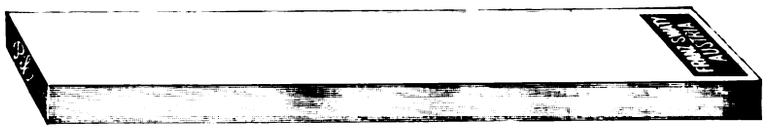
order at once without breaking a weight or requiring any special size. The principle of the weight is extremely simple. The pieces interlock at right angles only, and are "built up" to the necessary amount to balance any window, simply by adding on the required number. The first cost is about the same as the old style; but a great saving of time, labor and expense is claimed by the manufacturers. In the specifications of the builder's Hardware for the new South Station, in Boston, lead weights were called for; but an investigation of the merits of the Sectional Weights decided the contract in their favor, 140 tons being used. Hitherto it has been thought necessary to use lead weights for heavy sashes; but the sectional square weight seems to meet all requirements at one-sixth the cost. Another point in its favor is the short pocket required, ten inches being the limit. The weights hang exactly from the centre, and thus escape contact with the frame. They are packed and shipped in crates of 100 pounds each in the desired sizes, each piece being plainly marked with its weight, and full instructions accompanying every order, showing the different combinations required to adjust any window. These goods are sold through the dealers only, all inquiries being referred to the local man. Descriptive catalogues will be furnished on application.

The Swaty Hone.

The Pike Mfg. Co., Pike Station, N. H., and No. 151 Chambers Street, New York, are sole American agents for the celebrated Swaty Razor Hone, here illustrated. This hone is well-known to-day among the barbers and barbers' supply trade of the country as the fastest-cutting of

Digitized by Google

razor hones. It will grind down a dull razor in one-third the time required on the ordinary Belgian hone; at the same time it imparts a very fine, keen edge. Further than this the quality is always uniform. The Pike Mfg. Co. also call attention to their very complete stock of Belgian hones and Escher Water Hones. The gentleman in charge of their razor hone department spent over four months last summer in Europe personally selecting this stock of hones at the quarries, and as this is the only way it is possible to get a large quantity of the very best grades, they lay claim to having the best graded stock ever carried. It is their



intention to personally select their razor hones every season hereafter, and they intend to make direct importation for the largest customers a special feature of the business.

They have also recently added the importation of French and Bavarian grindstones for concaving razors, and are now importing considerable quantities of Craigleith grindstones for the use of glass-grinders, opticians, etc. A complete sample line of all these goods is on display at their New York office, No. 151 Chambers Street.

Plumbing and Bath Room Specialties.

Huebel & Manger, Nos. 286 to 290 Graham Street, Brooklyn, N. Y., are supplying the Hardware and plumbing

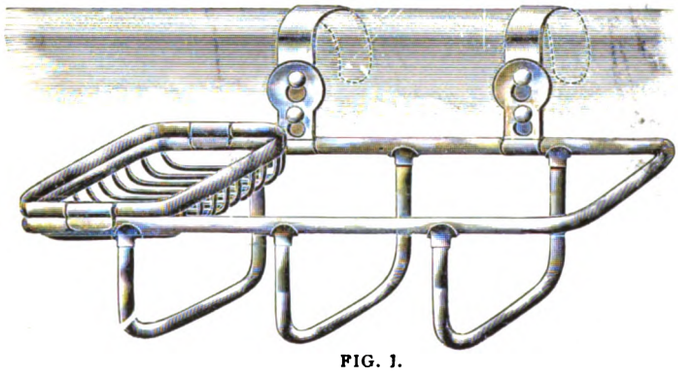


FIG. 1.

trade with an exceedingly handsome and desirable line of specialties, a few illustrations of which we present in this article.

The Sponge Holder with detachable soap dish, shown in Fig. 1, is made of brass, and is heavily nickel plated,

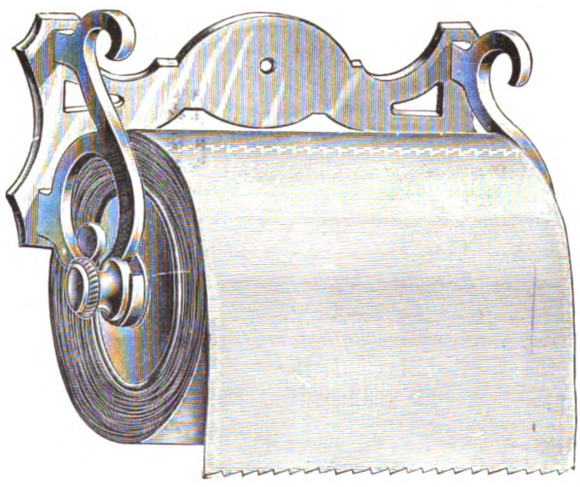


FIG. 2.

strongly and neatly made; forms a very essential attachment to a bath tub and takes up very little space. The soap dish is so arranged it can be placed on either end without inconvenience, making the holder either right or left hand. They come packed two holders in a box, detachable bands being provided, together with spring clip for adjusting.

The Toilet Paper Holder, Fig. 2, is of cast brass, nickel plated. It is made in a very ornamental and stylish design, and is a positively pleasing addition to any lavatory.

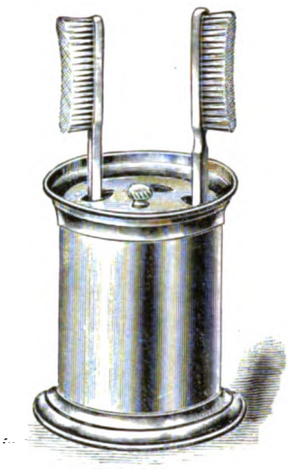


FIG. 8.

By a simple device, the roll of paper is readily placed in position, the illustration giving a very good representation of its attractive appearance.

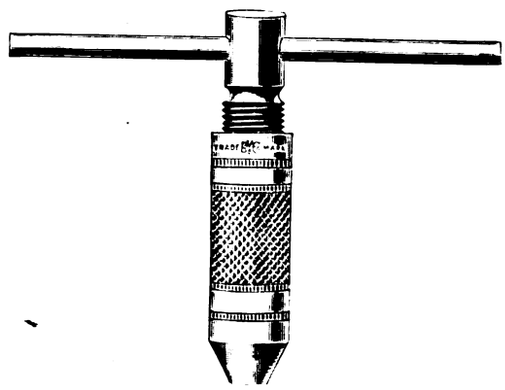
The Tooth Brush Holder, Fig. 3, differs so acceptably from similar receptacles, together with the ease with which it can be kept in a cleanly condition, by keeping the brushes entirely separate and away from each other, would commend it to anyone. The article is made of brass, handsomely nickel plated and designed to hold four brushes. The perforated disc forming the top can be easily unscrewed whenever deemed necessary.

Other of the specialties made by this company include various forms of soap dishes, sponge holders, comb and brush holders, tumbler holders, soap cups, towel bars, towel rollers, towel rings, rope hooks, cigar rests, match boxes, wash rag holders, etc , etc. They also make an extensive line of electrical supplies. Their advertisement appears elsewhere in this issue.

Their catalogue should be in the hands of every dealer in this up-to-date line of goods, and if not within reach, a postal card will bring it.

Adjustable Tap Wrench.

Braunsdorf-Mueller Co., Elizabeth, N. J., are placing on the market a neat adjustable tap wrench, which holds taps 1-32 to ¼ inch diameter. This is made of tool steel, nicely hardened, and will stand a severe strain without the slightest twist or lost motion. This company also make a fine line of Knurls, Die Holders, Belt Punches, Screw Chasers,



Marking Awls, etc. Henry R. Braunsdorf, who until recently was connected with the well-known tool house of Hammacher, Schlemmer & Co., is considered by the trade a critic in the tool line. All tools are manufactured under the personal supervision of Charles F. Mueller, who is a practical tool maker and an expert temperer of steel. Their aim is to manufacture only such tools as they can offer to the trade under the fullest guarantee.

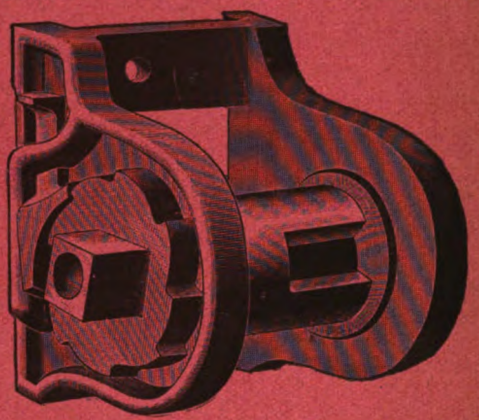
Digitized by Google



"I. X. L." SPECIALTIES.

The dealer and consumer are saved much time and trouble in handling the *"I. X. L."* Improved Ratchet, as it is so constructed that all the parts are held together as one piece, which avoids the losing of PAWLS, and it will not fall to pieces when the wire slackens after being adjusted to the fence. It has a quick action, positive catch and no keys to fall out.

Chain Pumps have always been in favor on account of the many advantages they have over others, and the objection to the wood curb and tubing is overcome in the I. X. L. Galvanized Steel Curb and Steel Tubing, making it the best and most beautiful pump on the market.



We especially call attention to its superiority over the old Wooden Suction and Iron Pitcher Pumps, as there are no valves to get out of order or dry out, and it will always throw a larger stream of water than any other Pump on the Market.

It Throws More Water and Pumps Easier than any other Pump in existence.

It Keeps the Water Pure and Fresh.



"HERCULES CASTERS"

Are the Strongest and Best in the market, having all the advantages of other casters, and Special Features of their own, namely, a larger anti-friction wheel, being one-half the diameter of the floor wheel, which makes it revolve easier, its long stem giving sufficient side motion so as to let the floor wheels adjust themselves to uneven surfaces.



Why You Should use the I. X. L. Galvanized Steel Tubing.

It does not make the water taste as wood tubing does.
It will not rust, being made out of No. 24 Gauge Best Galvanized Steel.
It will not rot or accumulate filth, and leaves the water clear and pure.
It is anti-freezing, as the reservoir piece has a small hole in same, which allows the water to run out.
It only weighs ⅛ lb. to the foot, while wood tubing soaked with water weighs 6 lbs. or more per foot.
It can be used in wells as deep as 40 feet.

The I. X. L. Galvanized Steel Tubing can also be used on any make of wood curbs, as the stirrup on all other curbs will fit the square reservoir box on the Galvanized Tubing.



Ask Your Jobber for Them.

MANUFACTURED BY

O. P. SCHRIVER & CO.,

Cincinnati,

Ohio.

Write for Prices.

Digitized by Google



THE DOCTOR.

A PERFECT



Ladies'  Favorite



ICE BREAKER

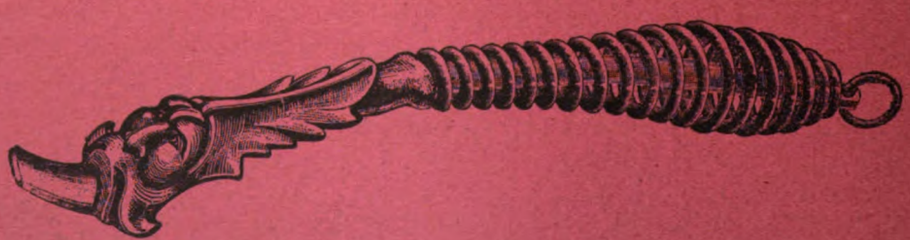
SEND FOR PRICE.

Made by **TROY NICKEL WORKS,**

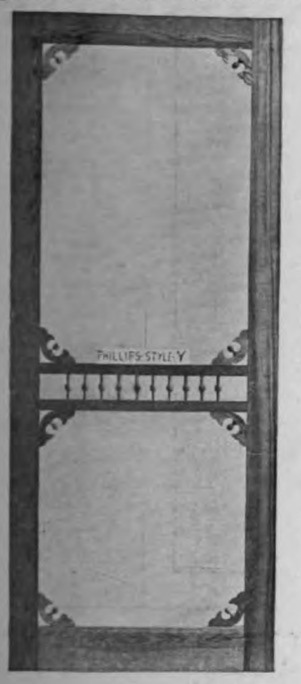
ALBANY, N. Y.

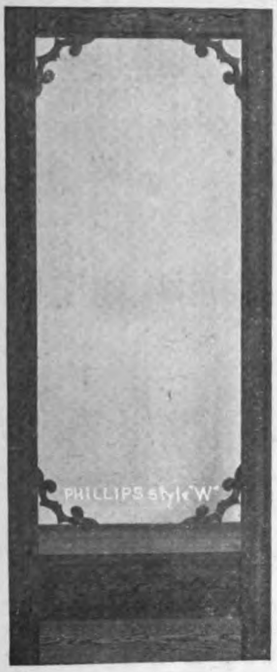
MANUFACTURERS OF

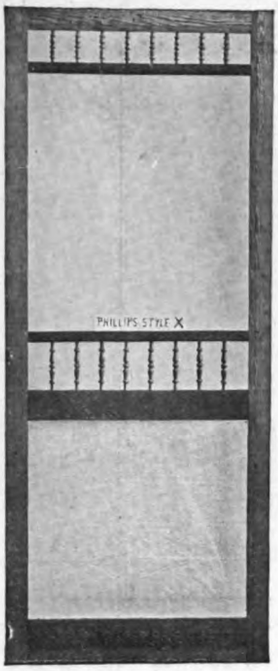
Celebrated Alaska Hardware Specialties.



Digitized by Google





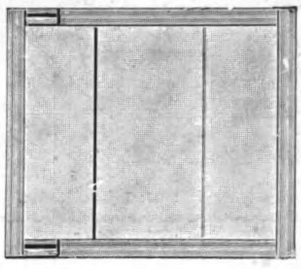






If you placed your order for Phillips Screen Goods, you now have reason to congratulate yourself. The proper thing to do next is to put yourself in shape to supply your customers with our fine made-to-order Screens. Write us for particulars.

THE A. J. PHILLIPS CO., FENTON, MICH.



C. A. BAYNON, President. E. J. DRAKE, Secretary & Treasurer.

C. A. BAYNON CO.,

Wholesale Hardware,

97-99 READE STREET, N. Y.

SPECIALTIES:

MANGERS, HAY RACKS, STALL GUARDS, SHOVELS and SCOOPS,
TACKLE BLOCKS, PICKS and MATTOCKS,
CROW BARS, BOLTS and COACH SCREWS.

Prompt Shipments.



LATEST IMPROVED

TIME RECORDER

For Keeping Time of Employes.

The Record becomes visible the instant you Register, thus producing an

ABSOLUTELY INDISPUTABLE AND LEGAL RECORD.

The ONLY RECORDER possessing this feature.

Write for full particulars and Prices to

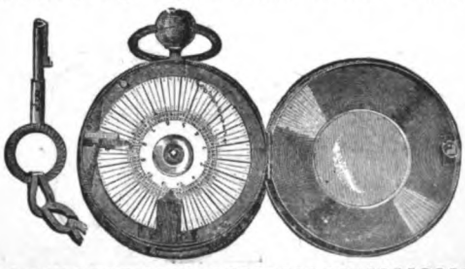
A. C. NANZ & CO.,
116 Chambers Street, New York.

HAHN'S LATEST IMPROVED

WATCHMAN'S TIME DETECTOR.

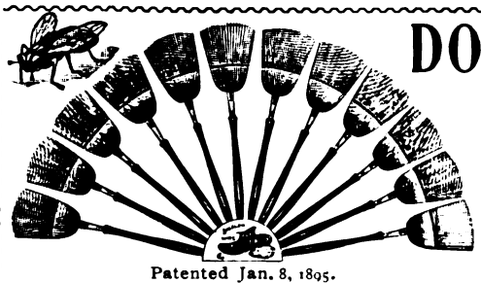
In use wherever watchmen are employed. Gives an exact record of the Watchman's doings.

Write for full particulars and Prices.



Digitized by Google





Patented Jan. 8, 1895.

DON'T FLY TO A CONCLUSION.

Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.



Digitized by Google

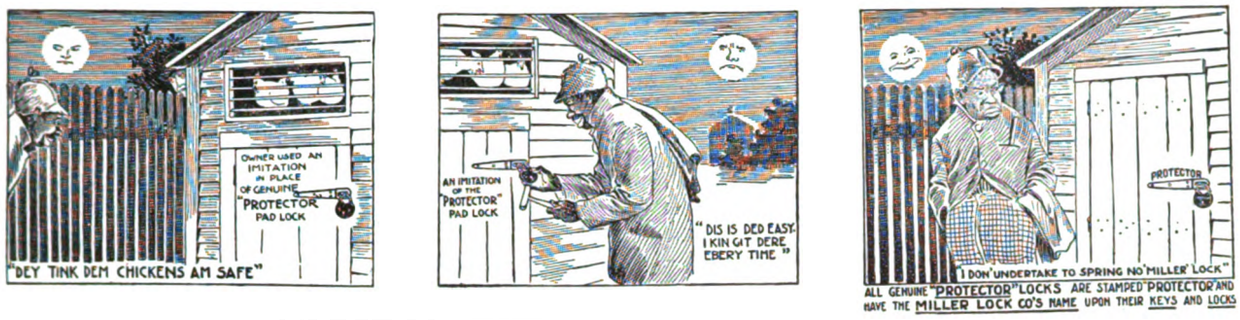
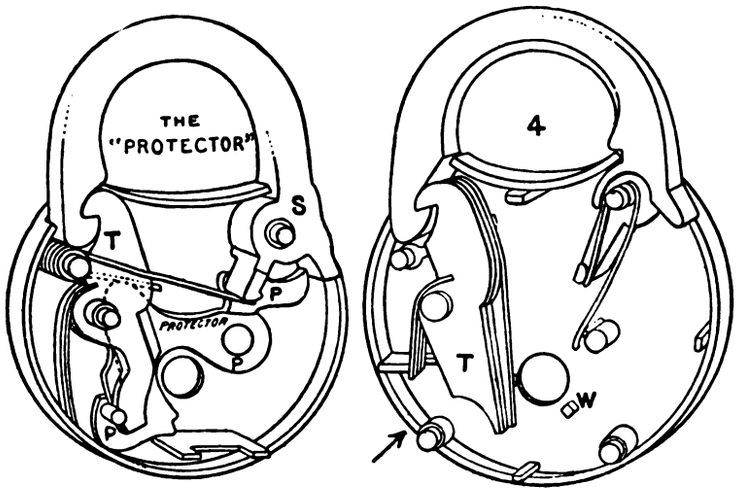


FIG. 4 is a good illustration of the interior make up of many of the imitations that are now offered in competition with the genuine **"PROTECTOR"** Padlocks. Sam has just looked into this matter and knows just where to use his little mallet.

He has learned not to fool with the **"PROTECTOR,"** the construction of which is exposed to view in the cut. In it, the 3rd lever, the **"PROTECTOR"** "P," acts as a tumbler and must be lifted by the Key before the other tumblers, "T," can be moved from their locked position. **This is patented.** The imitations omit it, and the rooster will be stolen.



FOR SALE BY . . .

The Best Jobbing Hardware Trade Everywhere.

We make a specialty of Flexible Shafts. Both for Light and Heavy Work.

COATES CLIPPERS

Don't fail to handle a complete line of . . . COATES CLIPPERS.

MADE IN GREAT VARIETIES, BOTH HAND AND POWER

For **Barbers and Horsemen.**

Coates Patent Ball-Bearing Clippers

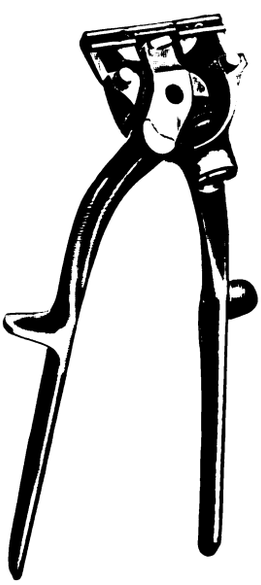
are the easiest running on the market. They are supplied with a hardened steel ball-case—which serves as a ball retainer. It is impossible for the hair or dirt to get at the balls.

A New Thing is the **Corrugated Duplex Pressure Plate.** By its use the tension is obtained exactly at the roots of the teeth where the resistance occurs in cutting hair. By this method it requires just one-half as much pressure on the plates to prevent them lifting in the hair, and consequently they operate in just that proportion easier.

A Novel Feature is the spring. It may be adjusted to fit the strength of any hand—a patent Pull Spring working parallel to the handles.



See that corrugated Bottom Pressure Plate, also the Ball Cases.



No. 171 Ball-Bearing "Easy Running."

Send for Catalogue.

Coates Clipper Mfg. Co.
237 Chandler St.,
WORCESTER, MASS., U. S. A.

New York Office, - - 93 Chambers St.

Digitized by Google

WIEBUSCH & HILGER, Ltd.,

9-15 MURRAY ST., NEW YORK,

Manufacturers' Agents and Importers.

Sole Agents for

Essex Horse Nail Co.,
Horse Shoe Nails.

Clark & Parsons Co.,
"Lightning" and "Maine" Hay Knives, Brooks' New Scythe, Corn Hooks, Etc.

Challenge Cutlery Corporation,
Successors to Hatch Mfg. Co.,
Razors and Farriers' Knives, Pocket Cutlery, Etc.

"Seymour" Shears and Scissors.

Pope's Farriers' Knives.

Taintor Mfg. Co.,
Taintor Positive Saw Sets.

Press Button Knife Co.,
Press Button Knives.

American Shearer Mfg. Co.,
Priest's Hand and Power Horse and Toilet Clippers.

Woods Specialty Co.,
Grass Hooks and Cutlery Specialties.

Ferro Carbon Steel Co.,
"Rex" Hammers and Hatchets.

Eyeless Tool Co.,
Eyeless Picks and Tools.

Higganum Hardware Co.,
"Acme" Nippers.

New York Stencil Works,
Steel Letters and Figures.

Hilger & Sons,
German Hardware and Cutlery.

Isaac Nash,
Genuine T. Waldron Scythes.

Needham Bros., Ltd.,
"Repeat" Cutlery and Sheffield Goods.

Burgon & Wilkinson, Ltd.,
Sheep and Garden Shears.

NEW YORK MANUFACTURERS' HEADQUARTERS FOR

Bridgeport Chain Co., Chesterman's Tapes, Rose's Trowels,
Peter Wright's Anvils, Hoffman's Steels, Brades' Trowels.
Wade & Butcher Razors and Tools.

Digitized by Google

CLARK & PARSONS CO.'S LINE

"LIGHTNING" and "MAINE" HAY KNIVES,

CORN HOOKS, CORN KNIVES, BREAD KNIVES, GRASS SHEARS, BROOKS' NEW PAT. SCYTHES, Etc., Etc.



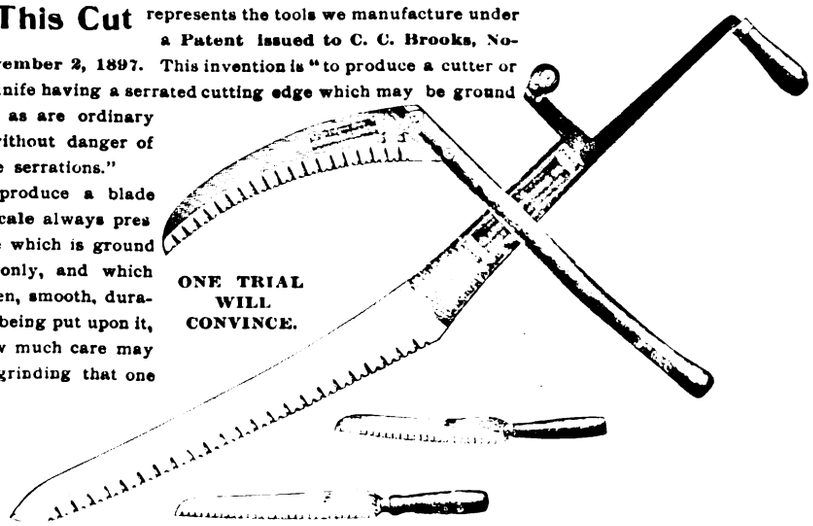
"Lightning"

Reg Trade-Mark No.9583.

This Knife stands without a rival in the markets of the WORLD to-day. Many have attempted to imitate it, but in every instance **FAILURE** is the record. We shall continue to keep its qualities of material and workmanship up to its high standard

This Cut represents the tools we manufacture under a Patent issued to C. C. Brooks, November 2, 1897. This invention is "to produce a cutter or knife having a serrated cutting edge which may be ground on each side, as are ordinary knives, and without danger of destroying the serrations."

Thus we produce a blade without the scale always present on a blade which is ground on one side only, and which prevents a keen, smooth, durable edge ever being put upon it, no matter how much care may be taken in grinding that one side.



ONE TRIAL WILL CONVINCE.

"CLIPPER" CORN KNIVES.



Solid Cast Steel. Oil Tempered. Solid Ferrules. Accurately Balanced.

CLARK & PARSONS CO.

New Trowel Shank Grass Shears.

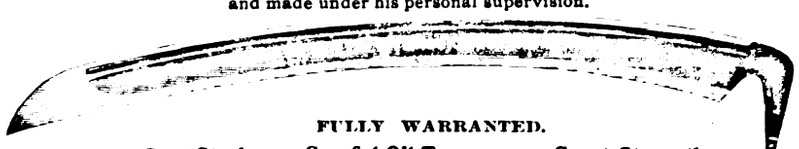


New Pattern. Made by special machinery. Tempered Steel Blades and Bow. Blades set by new process, assuring ease in cutting. Spur for thumb allows rest to the hand by change of position.

No. 460. Black Japanned Grip and Bow and half polished blade, 5½ inches.
No 560. Maroon Enameled Grip and Bow and full polished swaged blade, 6 inches.
No 660. Same as 560, 7 inches.

THE "NEW" BROOKS GRASS SCYTHE.

The invention of C. C Brooks patentee of the Little Giant Scythe, and made under his personal supervision.



FULLY WARRANTED.

Best Steel. Careful Oil Temper. Great Strength.

Newly invented strengthening ribs combine lightness with stiffness. Polished back and edge, oil finished blade. Furnished in any regular pattern Packed in cases of one dozen each.

Sole Agents for U.S. and Canada, **WIEBUSCH & HILGER, Ltd.,** **to whom all inquiries should be addressed.**

9-15 MURRAY ST., NEW YORK CITY.

Digitized by Google

THE Press Work of this issue of "HARDWARE" was done by

HOLT BROTHERS,

(INCORPORATED.)

HOWARD M. NESMITH, Pres't

17-27 Vandewater St., NEW YORK CITY.

Our Specialties . . . are

Composition and Press Work on Book, Catalogue, Magazine, and Commercial Work. . . .

PRESS WORK FOR THE TRADE.

TELEPHONE, 1350 JOHN.

Digitized by Google

Syndicate Buying.

Editor Hardware: While many of the more experienced Hardware merchants are familiar with syndicate buying in all its phases, there are some who regard it as a new invention still in the experimental stage; therefore I will state first that the syndicate buyer has been an important factor in trade circles for more than twenty-five years, during which time his position has been steadily strengthened by increasing his number of constituents, and in gaining more recognition from manufacturers, many of whom depend upon him to market a large percentage (and in some cases all) of the goods they produce.

It is now conservatively estimated that the syndicate buyers of New York represent over four hundred strictly Hardware houses, and purchase annually about fifteen million dollars worth of goods. This estimate does not include syndicate buyers for department stores, one or two of whom are very large buyers of Hardware specialties.

From its inception the system, while strongly supported by some, has been as strongly opposed by others, either side viewing the matter from a point of natural self interest; its supporters among the jobbers as well as manufacturers being content with the advantages gained through the instrumentality of the syndicate buyer, and as many have stated not wishing to advertise it to their competitors have been more silent on the subject, while its opponents in freely agitating the question have liberally advertised it to the syndicate buyer's advantage. In fact, the business has assumed such power and magnitude that many large manufacturers in association with others have acknowledged the wisdom of making special terms with the syndicate buyers as the best means of carrying out their plans to a profitable conclusion.

Originally the operators of this system confined their efforts to the jobbing trade alone, while of late years some of them have departed from this policy and now represent a number of retailers, so that syndicate buying has practically resolved itself into three classes as follows:

Class 1—Is an association of a limited number of large jobbers of about an equal class, each one of whom, as I understand it, has a voice in the management and policy of the central office, and by harmonious action in respect to combining their orders for certain classes of goods exemplifies syndicate buying in its true business sense.

This syndicate, while no doubt sustained at a heavy expense to each of its members, is undoubtedly of benefit to their interests since it has been in existence for years, and to all appearances is more strongly organized to-day than at any time in its previous history.

Class 2—Is the syndicate buyer claiming to represent jobbers only, but whose policy and methods are dictated by his own judgment, that is his clients having no special intercourse with each other in regard to shaping his policy, depending entirely upon his individual ability to benefit their interests.

This class of buyers represents a large number of houses and to my mind has proved the most popular and attractive to the jobbing trade in general on account of the comparative small cost of his services, and leaving his clients free to act more independently in the placing of their orders, and while he controls a very large volume of business, and in many cases is able to contract for very large quantities of goods, (thus obtaining special prices for his constituents) makes a special feature of reporting market changes in prices and other points of interest to his clients, and in which respect many jobbers have stated they consider his services invaluable as a guide to their general interests.

Class 3—Is the syndicate buyer representing both jobbers and retailers, and whose policy is similar to Class 2.

From the jobbers' standpoint any objections they may have to the system hinges on the fact of the syndicate buyers (Classes 2 and 3) having for their clients houses which they regard as not being entitled to the special benefits obtained for the larger ones.

The buyers' excuse for this is that the compensation and in other respects the support received from the large jobbers does not warrant the restrictions they would make in this respect, although I must point out here the fact that the jobbers frequently send the buyers orders for shipments direct to their customers, and for goods which manufacturers charge to the syndicate buyers' account, thus creating the impression at times that they represent certain small houses which they have no direct connection with. I consider it possible for the jobbers, in a measure, to regulate the above feature of the business, but through negotiations with the buyers direct it being to my mind a practical impossibility to seriously weaken the system through the manufacturers, which I have reason to believe has been attempted.

I know of at least one firm of syndicate buyers in Class 2 who, being in sympathy with the jobbers, would willingly meet them in discussing this question and present plausible suggestions for regulating same in line with their ideas.



THOMAS E. OLIVER.

This has been done in some sections of the country and could as easily be arranged for other sections.

I cannot help but feel that the large jobbers can best protect their own interests by supporting the syndicate buyers rather than forcing them into seeking support from the smaller jobbers and large retailers in a more general way, and which would to my mind build up much stronger competition than the jobbers have heretofore had to contend with.

I say this feeling fully assured of the stability of and future success of the syndicate buying system, the tendency of the times undoubtedly making it yet more useful to the manufacturer as well as jobber.

THOMAS E. OLIVER,
Oliver Bros.

New York, April 4, 1899.

F. E. Kohler & Co., the well known manufacturers of Hardware specialties, Canton, Ohio, are fitting up for the manufacture of Wooden D Handles, for use in shovels and spades. They are led to this from the fact that the handle makers are in combination, and do not sell handles to outsiders. Anything which Kohler & Co. place upon the market can be depended upon as first class.

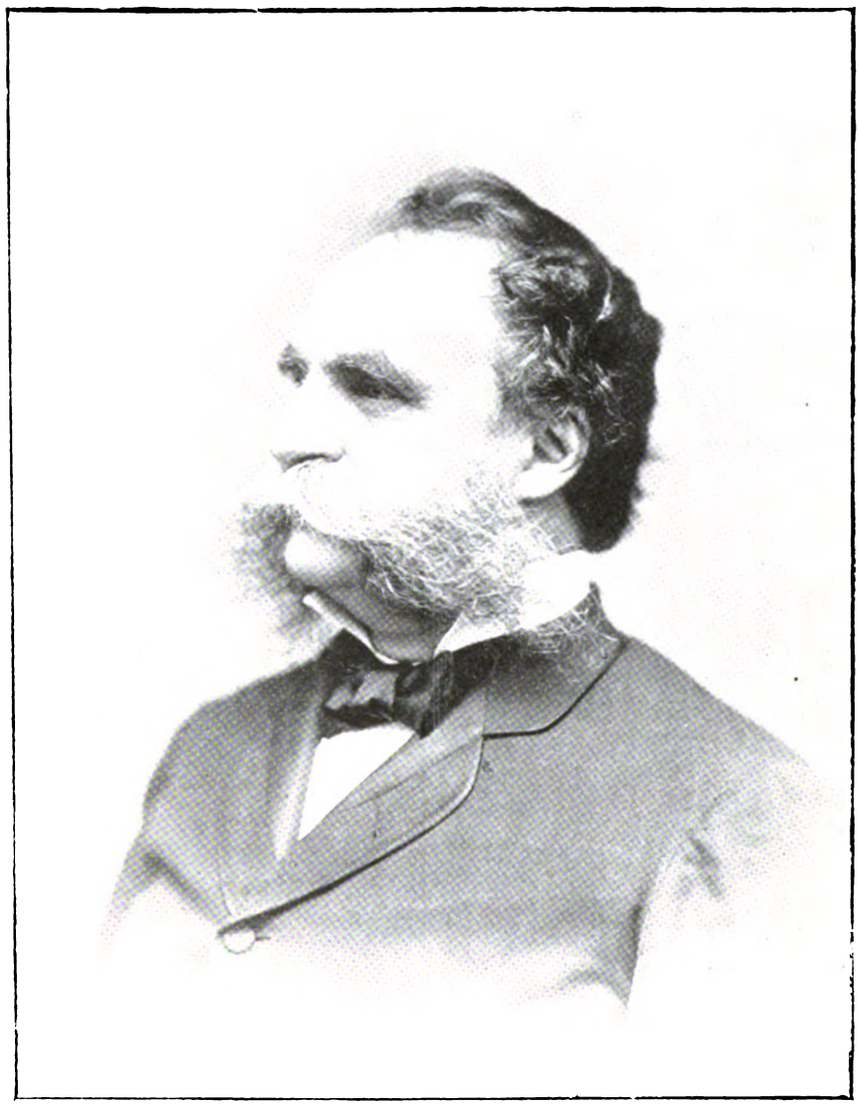
H. M. Putnam, formerly connected with the Simonds Rolling Machine Co., and later with the Fitchburg Steel Ball Co., has accepted a position with the Iver Johnson's Arms & Cycle Works, of Fitchburg, Mass.

Digitized by Google

President George H. Sargent.

George Henry Sargent, the recently elected president of the Hardware Club of New York, became a member of the Board of Governors of that body, on the death of the late William H. Williams. He has given to the Club a faithful and energetic service, acting among other duties, as Chairman of the Admissions' Committee, and one year ago was elected to the position of vice-president. On the refusal of Peter McCartee to again serve in the Board of Governers, the members of that body turned to Mr. Sargent, and his election to the high office which he holds, was made by unanimous vote.

It is not necessary to tell the Hardware trade of the country about Mr. Sargent, or to more than refer incidentally to the eminent position which he holds in the confidence and respect of that trade. He came to this city in 1853, and joined himself to that stirring and active body of merchants who were engaged in laying the foundations of the splendid commercial and mercantile success, which is a part of the heritage of New York to-day.



GEORGE HENRY SARGENT.

In one sense, Mr. Sargent has come down rather than gone up, in the Hardware trade, as he began in limited quarters in the third loft, while to-day he is to be found, literally, as well as figuratively, on the ground floor, in the Hardware trade of this city. Any visitor to New York who enters the great establishment of Sargent & Co. on Leonard Street, and threads his way through the maze of desks, to the rear portion of the offices on the street floor, will certainly find Mr. Sargent at his desk, but never too busy to give a cordial greeting to his caller, and to make him feel, so far as Mr. Sargent is concerned, that his lines. while in this great city, have been cast in pleasant places.

We have had occasion heretofore to review the mercantile career of Mr. Sargent, and it is only necessary to add in this connection, that he has rightly won the high position which he holds in the respect and confidence of the trade. He has been a busy man for a great number of years, and is busy still, yet finds sufficient time to give to the presidency of the Hardware Club, that care and attention which its important duties require.

While Mr. Sargent is preeminently a business man, he is also a man of wide social and personal acquaintance, and numbers his friends among the most eminent of the professional and business men of the city, and finds them among the active men of every other city to which business or pleasure calls him. He is a man of rare educational endowments, a graduate of "Old Harvard," a member of the Union League, University, and other prominent clubs, a rare conversationalist, a man who has thought for himself. and knows how to express himself in the choicest language; and taking, all in all, is as genial and pleasant a person to encounter as one could wish to find. The Hardware Club is to be congratulated upon having for its present executive officer, one, of his high-standing and excellent qualities.

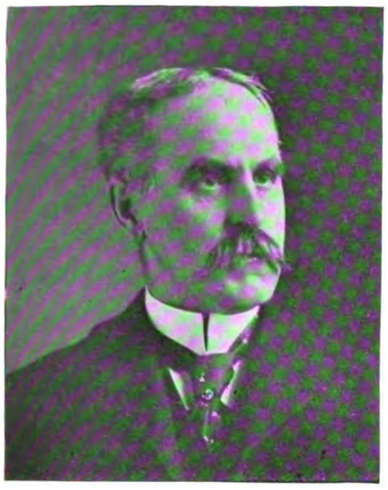
Peter McCartee has set a high mark as an ideal president, —and it is the highest compliment that can be paid to Mr. Sargent, to say that he will certainly prove a worthy and a fit successor to that gentleman.

Digitized by Google

The Knapp & Spencer Co.

The Knapp & Spencer Co., the title taken last year by the company formerly known as Knapp & Spalding Co., are well known to be in the front rank of the jobbers in the middle-west.

In a quiet way the business was opened in Sioux City in 1885; and the favorable location for distribution of goods,



C. A. KNAPP.



H. L. SPENCER.

seconded by the efficient corps of salesmen and the considerate, generous and prompt treatment of all orders, very soon resulted in a large line of customers. It is fair to say that customers were never more steadfast friends of a house than those whom Knapp & Spencer Co. place on their



C. E. HUGHSON.



W. H. PRESTON.

books. Many names now appearing on these books as customers started many years ago. Their trade covers Iowa, South Dakota, Southern North Dakota, Minnesota and Nebraska. Their lines include shelf Hardware, cutlery, sporting goods, sewing machines, paints, etc.

The officers of the company are: C. A. Knapp, president; H. L. Spencer, vice president; C. E. Hughson, secretary; W. H. Preston, treasurer.

All the above named, with the exception of H. L. Spencer, who resides at Oskaloosa, Ia., are actively engaged in the business, Mr. Kapp being general manager, and in charge of most of the buying, Mr Hughson managing the sales and bicycle departments, and Mr. Preston the credits and finances. All are well and favorably known in commercial circles.

Probably no company enjoys a larger mail order business proportioned to the sales, for the business is carefully systemized so that shipments are promptly made, and the splendid railroad facilities make Sioux City an unusually favorable point for prompt shipments.

The company has liberal capital, and the connection with it of wealthy investors is a guarantee that they are in position to avail themselves of any favorable opportunities for large purchases for cash.

Concerning the "Lightning."

Editor Hardware: It appears that a certain manufacturer is now proposing to furnish Hay Knives to the trade and to use the word "Lightning" in connection therewith, say on labels, boxes, etc., etc. We desire to give this timely notice to all interested that said word "Lightning," as applied to Hay Knives, is our lawful trade mark, duly registered, and is No. 9583 in the United States Patent office; that its validity has been affirmed in the strongest manner by a United States Circuit Court, and in these words: "The trade mark 'Lightning,' as applied to Hay Knives, is valid both at common law and by the Act of Congress of March 3, 1881." We shall guard our property to the utmost of our ability, and infringers thereof, either manufacturers or dealers, will kindly give this matter careful consideration. By fair dealing and a strict adherence to the principle of manufacturing A1 high-grade goods only, it comes to pass in these days that our trade mark is of especial value to us and we shall protect it accordingly. We shall esteem it a favor if the trade, wholesale or retail, will kindly report to us, or to our agents, Messrs. Wiebusch & Hilger, Limited, Nos. 9 to 15 Murray Street, New York, any information bearing on this matter which may come to their notice, thereby aiding us in disposing of an unprincipled competition. Clark & Parsons Co.

East Wilton, Me., March 27, 1899.

Digitized by Google

WHAT DOES THE WORD "JOBBER" MEAN?

Hardware feels that it has done its duty toward Hardware jobbers, and the Hardware trade generally, by the preparation and publication of the present special anniversary edition; but it does not feel competent of itself to attempt the definition of the words "Hardware Jobber." Search has been made through the various dictionaries in order to find their understanding of the word jobber, and the result is herewith given:

Bartlett's Dictionary of Americanisms: "One who purchases goods from importers and manufacturers by the package and sells to retailers."

The Century Dictionary: "One who purchases goods in bulk and resells them to smaller dealers; a middleman."

The Standard Dictionary: "One who buys goods in bulk from the importer or manufacturer and sells to the retailer; a middleman."

The Imperial Dictionary: "One who purchases goods from importers and sells to retailers."

Worcester's Dictionery: "One who buys goods of importers and manufacturers and sells to retailers."

Stormonth's English Directory: This word does not seem to be quite English in its make-up, at least not to the satisfaction of the makers of this dictionary, who define the word as: "Dealer on the Stock Exchange who is the intermediate agent between the stock broker and the public; a petty dealer in cattle, etc." The word jobbing is defined as "Buying and selling as a jobber; the purchasing from importers in order to sell to retailers."

Webster's dictionary: "One who buys goods from importers, wholesalers or manufacturers, and sells to retailers."

Better than the dictionary definitions, however, and more to the point so far as the same relate to the Hardware trade, are the subjoined expressions of opinion from leading Hardwaremen as to the scope and meaning of this term. The gentlemen quoted below were requested to use a dozen words or so in this definition, and have responded in a very prompt and willing manner, and we are satisfied that the entire trade will be under obligations to them for having thrown great light in a very original manner upon this uncertain theme. These responses are as follows:

Henry R. Towne, Yale & Towne Mfg. Co.: The term "Hardware Jobber" as now used is synonymous with "wholesale dealer" and applies correctly to a merchant who purchases from first hands, who carries in stock at least the goods ordinarily required by his customers, and who sells to the retail dealers through whom the ultimate consumer is finally reached.

William W. Supplee, Supplee Hardware Co.: A firm or corporation who have a sufficient amount of capital in business to enable them to purchase goods in large quantities direct from manufacturers; making their purchases in advance of the current season's trade; carrying at all times a complete and well assorted stock of goods suitable to supply the trade; so located to command the trade of the surrounding country; having in their employ a corpse of traveling salesmen and fully equipped with a clerical and working force to properly conduct the business.

George H. Sargent, Sargent & Co.: When, Mr. Editor, you requested me to give the correct definition of the term "Hardware Jobber," I said I have written reams *about* the term, "Hardware Jobber," as well as of the "terms" *to* the Hardware jobber, but I felt a good deal as the Irish historian did, who, when called upon to testify to some fact in Irish history, said with a readiness characteristic of his race, "Oh, history may be divid d into two parts, that which I never knew, and that which I have written and forgotten, ' and so about the Hardware jobbers, there is a lot I never knew about the "definition of the term," and there is ever so much I have written and forgotten, and I hope *they* are equally oblivious as to that. Once I wrote, in a plain, clear hand, quite a learned treatise, as I thought, on the duties and calling of the craft, and about the derivation of the term; whereupon I was soon informed by some of them, that there was a certain propriety in calling those persons jobbers who read my disquisition, because it was such a job to decipher my chirography and interpret my so called logic; and others said it required the patience of the old Testament Job—he who was so sorely afflicted—to comprehend my definition of their Profession (not *professions*) hence Job-bers. I had called them "middlemen," because sandwiched in between the manufacturers and retailers, with the "right of the road"—especially the cross roads—as to said manufacturers. Another person, better posted than myself about their "calling and election" defined jobbers as dealers who bought in bulk if they anticipated no decline in price, and in carload lots when very confidentially assured that a "big advance" was in sight, because of "a corner" or consolidation, but, he said, in selling the goods so favorably bought they were sometimes generous and self-sacrificing and turned out goods at "old prices" (*if* they agreed to). The definition you would apply to such generosity, would be kindhearted and self-sacrificing jobbers, when you might happen to find them after a diligent search. The strictly conscientious and God-fearing jobber *retails* no goods except to his best friends; and then only at friendship prices, which are about 50 per cent. higher than the same article could be purchased from a retailer; and he is not conscience stricken either, for what matters a little opportunity like that "as between friends," especially as there is in it worldly gain, even if loss of a soul or part of one. Now, Mr. Editor, after reading these lines, and between the lines, you do not find the definition requested, or something tantamount to it, if you will call at my office any evening between seven and eleven o'clock I will still further exploit verbally my ignorance of the term and my inaptitude as a definer. But in closing, let me say that the Hardware jobbers of this, our beloved country, however technically or professionally defined, are the best men in the world, in their social, business and public spheres—diligent merchants, good citizens and good fellows, and here's to them; may they long live and prosper!

T. James Fernley: A jobbing house is one located at a central distributing point, carrying an ample stock of goods to supply the wants of the trade solicited, and distributing these goods to the retail dealers through the medium of a corps of traveling salesmen statedly employed.

Edward C. Van Glahn, White, Van Glahn & Co.: A Hardware jobber is a middleman who purchases goods in large quantities, and resells them to small dealers exclusively. For the past few years there has been such a rapid tendency,

Digitized by Google

among manufacturers as well as so-called jobbers, toward retail trade, that the "jobber" in New York is now more properly designated a "wholesale and retail dealer."

V. P. Humason, Humason & Beckley Mfg. Co.: A Hardware jobber is a merchant who makes a business of selling Hardware to the trade.

John J. Tower, Tower & Lyon: Retailer: Sells for individual use or consumption. Jobber: Sells to retail dealers, or corporate consumers who carry a stock of supplies. Wholesaler: Sells in unbroken original packages—*Exclusive* Wholesaler, an undiscovered factor in the general Hardware business.

H. T. Patterson, Patterson, Gottfried & Hunter: A Hardware jobber is a dealer in Hardware who sells to other dealers.

Webster R. Walkley, Peck, Stow & Wilcox Co.: In answering your question "Who is a jobber?" I should say—without consulting a dictionary: A jobber is a merchant who buys goods to sell to other sellers. If one sells merchandise of any kind to consumers, he's a retail merchant. If one sells only to parties who buy to sell again, he is a jobber as I understand the meaning of the word.

C. E. Jennings, C. E. Jennings & Co.: In reply to your question "What is a Hardware jobber?" I would say that as some of the largest jobbers, *retail*, and some of the largest retailers, *job* goods, there is no rule which can determine who is a Hardware jobber, except the quantity of goods purchased from the manufacturer.

Joseph Gales, Schoverling, Daly & Gales: The answer to your question seems a self-evident one. I should say that the Hardware jobber is the manufacturer's right hand; the one who makes it easy for the manufacturer to distribute his goods, combining the product of twenty factories in one shipment, buying by the great gross and selling by the dozen.

William Quincy Wales, Brown & Wales: A Hardware jobber in my judgement, is one who carries a stock well assorted, buys in quantity lots or packages, employs a staff of salesmen to cover properly the territory which he intends to handle, and is located in a large city; who does not retail.

Henry Hopkins, associate editor *Hardware:* What is a jobber! Is it possible that any veteran in the Hardware business cannot answer that question off hand? Well I should guess so! A jobber is the retailer's right bower, strengthening his ability to do a safe, shrewd and successful business. A jobber is the good Samaritan, who sends word when advances are likely to take place, and books requirements that run six months, and always at old prices—or very near them. To know a jobber thoroughly, is to know the easy methods of buying without fear or trepidation, and selling at a profit without loss of interest on too much dead stock. The wise jobber—and the woods are full of them—never tries to overstock his customer, he's much more desirous of having him pay up promptly and order another supply. In fact, the jobber is the retailer's backer, counsellor, friend and adviser. He is also the best outlet for the intelligent distribution, in an orderly and economical manner, of the product of the ambitious and progressive manufacturer, who can thus without expense, collect from one source the accumulated results of a number of transactions, too small to merit attention from the producer.

R. H. Swayze, Plume & Atwood Mfg. Co.: One who buys goods in original packages from factories and importers, and distributes them to dealers in smaller quantities.

William C. Biddle, Biddle Purchasing Co.: It would be hard to answer your question in literally a dozen words, but a concise definition would be: A Hardware "jobber" is a dealer who has salesmen "on the road," through whom he solicits and sells to smaller dealers only, who in turn sell to the consumer.

F. B. Earle, National Saw Co.: Hardware jobber: One who sells exclusively to the retail trade.

Griff D. Palmer, Weaver, Palmer & Richmond: A Hardware jobber is a great convenience to the large retail Hardware dealer, and an absolute necessity to the small retail Hardware dealer.

J. A. H. Dressel, Union Metallic Cartridge Co.: A Hardware jobber is one who buys and carries a stock, selling to distributors only.

D. C. Delamater, Freeman, Delamater & Co: One who sells to the retail merchants exclusively, and acts as a distributor for all the different manufacturers, and brings their products together into one stock; thereby enabling the retailer to draw from and replenish his stock from one source, of the multitude of articles known to the Hardware trade. One who for these reasons is a necessity to the manufacturer and a convenience and source of economy to the retailer.

Henry G. Atha, Atha Tool Co: Any one who buys Hammers from the Atha Tool Co.

Clarence I. Markham, Cleveland Twist Drill Co.: A merchant who deals in Hardware by wholesale, or in job lots, for his customers, merchants who re-sell the goods.

J. H. Fall, Jr., J. H. Fall & Co.: A Tin Soldier, in a losing battle.

"Protector" Padlocks.

On page 135 of this issue will be found a series of illustrations, showing the difficulties which are encountered by an enterprising colored gentleman, who has sallied forth in the light of the moon, for the purpose of recuperating his attenuated larder. The manner in which he has run up against a "Protector" padlock, and the evident chagrin which overcomes him on discovering that the hen-roost which he has attacked is invulnerable, suggests the fact



that the word "Protector," used in this sense, signifies protection indeed. His success with an imitation of the "Protector," is also shown forth in a graphic manner.

We show in this connection a sample of the "Protector" lock, the details of which will be found in the advertisement referred to. These goods are manufactured by the Miller Lock Co., Philadelphia, and all that are genuine are stamped "Protector" and have the Miller Lock Co's name on their keys and locks These are made in steel, dark finish; brass with bronzed shackle of malleable iron; and steel shell, bronzed shackle of malleable iron. These goods are for sale by the jobbing trade everywhere.

Digitized by Google

The Hardware Trade and the Bicycle.

Editor Hardware: While, perhaps, the time has not yet arrived for a new Gibbon to write of the "Rise and Fall of the Bicycle," still, we have now reached a point where it is possible to survey the business in its growth from infancy to full manhood, and to a point now reached, where fadding has ceased, and the call has simmered down to that which is legitimate and, perhaps, more or less permanent.

It is a peculiarity of modern business that it is done in a meteoric fashion. A new article of invention—entirely undreamed of in the past—suddenly, comes on the market, and instantly idle capital, attracted by the possibilities of the future, seizes the infant and quickly develops it to a fullness resembling that of the photographs of children who are using patent baby foods.

This has been true of the wire nail industry (which is of comparatively recent growth in this country); the telephone and electric railroad business, and a most striking example is to be found in the bicycle.

When this foundling appeared on the doorstep of the business public, some six or seven years ago, business men, for a while, looked askance at the stranger and asked "Who would take it in?" For some time the baby was not welcomed, but, suddenly, all lines of business seemed to wake to the fact that here was a promising youngster who only needed adoption in order to develop into an infant prodigy, and, almost instantly, every line of business opened its arms to take the stranger in. Never, perhaps, have so many separate and distinct lines fought for the privilege of nursing a stranger.

First, there were not wanting bicycle enthusiasts that insisted the bicycle made a business of its own, and who scorned the idea of letting the bicycle play second fiddle, or take a subordinate part in any other line. This view, however was scoffed at by many, and, for a while, bicycles could be found displayed in sewing machine stores, grocery stores, dry goods stores, Hardware stores, notion stores, stationers' windows, and even cigar stores, drug stores and undertakers' shops, while livery stables also took them up in lieu of horses.

As might be expected, such a state of affairs could not last forever, and the bicycle was sure to find at last a home in some one line of business.

For our part, we have always been convinced that the bicycle, of itself, could not furnish the necessary amount of business to enable it to stand alone in the town of medium size. The bicycle is a seasonable article, and is not sold steadily the year round, and makes a very precarious living for anyone who has only this to depend upon.

In large cities, it may be possible for a bicycle dealer to exist, but the outlook for him in a small place certainly does not promise he will realize boundless dreams of wealth.

Such being the case, the bicycle must find a home in some one line of business. Where does it belong? Certainly the compounder of pills and potions seems out of place in selling bicycles, and is more at home in selling ipecac or perfumery powder; while the man behind the counter who is measuring out ribbons and muslins by the yard seems equally at sea in selling wheels. Tobacco and groceries are out of the question; while it certainly seems incongruous that a body should be followed to the grave by a company of mourners mounted on bicycles, so, to our mind, it has been perfectly clear that there is only one dealer that can handle the bicycle to advantage—and that is the Hardwareman.

Everyone knows that in a small town the Hardwareman is supposed to be the general tinker of the place, and to him, naturally, drifts the repair of lawn mowers and locks, the fitting of keys, repair of sewing machines and small mechanical work generally. Who, then, is better fitted to handle and repair bicycles than the Hardwareman? And, acting upon this conviction, we have felt no hesitation in offering bicycles to our Hardware trade, with results that have far exceeded our expectations.

It is now generally recognized that the Hardware dealer has the best right to the bicycle trade, and it should constitute part of his business, and there seems to be no question that if the business has come to stay, it will stay in the hands of the Hardwareman.

Now as for the experience gained by the Hardwareman in this line! As we all know, the business, at first, was developed in rather a reckless fashion. Bicycles were sold on very small payments and equally long credits, with a result that dealers who sold them in this way, have in a number of cases, become discouraged with the results and retired from the field. This, however, is not the case with the dealer who has sold them, as he sells other lines of goods, in a prudent and careful way.

While, of course, each dealer must judge for himself as to the desirability of handling bicycles, there are many Hardwaremen who have come to regard it as a legitimate part of their business, and who are satisfied to handle it, feeling there is to be a steady and normal demand for the useful steed.

We quote from one of our customers, as follows:

"Our experience is, that trade take to the Hardware stores for bicycles as they would for a corkscrew or a keg of nails. Having a large tool trade, we find this trade large buyers of bicycles."

We think this sums up the situation, and that the conviction which we have always entertained has been justified by the results, and, to our mind, it is more clear than ever that the bicycle belongs to the Hardware trade, and that, if it is going to stay anywhere, it will stay right there "until the cows come home."

James H. Ritter,
Biddle Hardware Co.

Philadelphia, Pa., April, 1899.

Hardware Club Committees.

President George H. Sargent has appointed the following committees of the Hardware Club of New York, to serve during the ensuing year:

Admissions: Alfred D. Clinch, chairman; Robert H. Swayze, Edward C. Van Glahn, Richard R. Williams and Robert Sickles.

Finance: Webster R. Walkley, chairman; George J. Laighton and Mortimer C. Ogden.

House: Eugene Bissell, chirman; James D. Foot, Arthur G. Sherman, Edward C. Van Glahn and J. Leonard Varick.

Library: Richard R. Williams, chairman; Thomas F. Keating and James H. Kennedy.

"Office Hours."

The Troy Nickel Works, Albany, N. Y., have prepared a handsome card headed, "Office Hours," which their patrons will certainly hang up in the most conspicuous places over their desks, as the same gives an outline of the labors of the day, showing that all classes of callers are welcome. This outline is as follows:

Collectors of Church Subscriptions, -	9 to 10, A. M.
Book Canvassers, Agents, Etc., -	10 to 11, A. M.
People with Funny Stories, - -	11 to 12, A. M.
Ladies with Tickets For Sale, -	12 to 4, P. M.
People with Inventions For Sale, -	4 to 5 P. M.

The rest of the afternoon we devote to miscellaneous calls.

We attend to our own business at night, and have the Troy Nickel Works, Albany, N. Y., attend to our wants in the stove Hardware line, for "Alaska" is "Always Cold."

J. Seymour Andrews, the grocer, has the following placard conspicuously displayed in his store: "A Mistake. All men are not made of dust. Dust always settles. Some men never settle."—*New England Grocer.*

Digitized by Google

OLD NEW YORK JOBBING DAYS.

There is little if any comparison which can be made between the jobber of these *fin de siecle* days and the dignified, money-making magnate who dominated the business forty or fifty years ago. The traffic in its conditions, its theories, its environments, even in its ratio of recompense for labor performed, presents to-day features of such vast importance which the jobber in the earlier period, even though a dreamer, could have had scarcely a conception.

The extensive establishments which are objects of attraction in all our leading cities, with immense warehouses, and army of employees, afford enormous facilities for the transaction of an overwhelming amount of business, springing from the efforts on the road of a force of traveling representatives that may number anywhere from fifty to five times as many.

Associated with this must be remembered the advisory council, the heads of departments, separate branches of a stupendous whole, either one of which frequently surpasses in amount of sales anything on record of those old firms who made Hardware history in the days gone by.

Then again reflect upon the wide diversity of stock and the countless and never-ending variety to fill even the simplest requirement of this well organized plant. The responsible and brainy men who supervise and control the various departments of a business, the transactions of which run into millions of dollars a year in sales, were undreamed of by our predecessors, and except as members of the firms they represented, could have had no such opportunities for self-advancement.

As the aggregate amount of business done by individual houses was limited in amount, salaries were rarely of extravagant figures, and profits were greater in proportion to gross sales than could be expected in these hustling days of greater competition, enlightened buyers and cash resources.

The foundation of the present highly prosperous state of the industry with its far-reaching importance, may be rightly attributed to advertising; not necessarily newspaper advertising, which the use of that term invariably suggests, but the exploiting made possible by the wide distribution of printed matter, and in connection with intelligent traveling representatives who are armed each with a catalogue which through the evolution of the past two decades has become a veritable cyclopedia of massive form and weight, and natural and indispensable to but a single industry, and possible to no other branch of the world's business because no other trade possesses the minutiæ of expression, the wealth of illustration, that make necessary the perfect enlightenment of the prospective buyer.

This is characteristic of this all-pervading industry alone, because it has its representative, though small in degree, in every hamlet in the land where primitive wants are generated and a mechanic's savings and honest integrity are permitted to lay a foundation on which may be built the more ambitious business of the certain future.

There is a big difference in personality in the jobber of the present day and the jobber of 1860. The decade between 1850 and 1860 was one in which for the advancement of business interests between the jobber and the retailer, credit for one thing was a prime essential and had to be gilt-edged with an underlying character for honor, probity and fair dealing. It was important that the man to whom was extended a line of credit, often of many thousands of dollars, should come well recommended. Cash didn't cut so much of a figure in the formation of business capacity and mercantile ability. The jobber was seldom satisfied with his knowledge of a customer without personal contact, and this instinctive feeling of safety which followed a study of character permeated the relations existing between the wholesaler and the retailer; we knew our customers, made friends as well as customers of them, and felt jealous of any one else being admitted more closely to his aims and confidences than ourselves.

This was characteristic of the heads of manufacturing houses also; they used to go around among the jobbers, getting thoroughly acquainted with them; noticing if their line of goods was properly sampled, keeping tab on the stock—the freedom of the house in a friendly way being extended to them—and also noticing if their competitors goods were to any extent displacing their own, and if so, conjecturing the possible reason.

In the old days the jobber himself was a hard worker, alive to all the details of a large and active business; know-



HENRY HOPKINS.

ing every one of his score of assistants intimately by association, he corrected small errors into important virtues, and felt drawn more and more toward closer business relations with his employees, that made many a boy do a man's work for nominal pay. This close attention to the business, the employers themselves being frequently the best salesmen, caused a zealous application almost night and day for two seasons of three months each, into which the heavy business was at that time compressed; the intervening months being days of relaxation and inactivity, in which vacations in the summer and inventory in the winter were furnished ample opportunity. Heavy orders were given, considering the volume of business; and large stocks were carried to which the sales were enabled to be confined. The manufacturer, then, didn't keep large warehouses filled with goods made up in anticipation of possible requirements; he expected wants would be anticipated when the goods would be made up to meet; rush orders by telegraph being a thing almost unknown, and for the manufacturer to carry the stock, as of late has been the custom, was to be more honored in the breach than in the observance thereof.

But this period in the history of the business was before the American manufacturer had emerged from his swaddling clothes and created a business activity of his own. By far, the larger portion of the goods carried in stock by the New York jobber, came from abroad, and in too many cases had to be ordered four, five or six months ahead, and shipped to port of entry by sailing vessel. These goods, upon arriving and passing through the Custom House,

Digitized by Google

would invariably make it necessary to stay nights, for which the house provided supper money. Then the casks and cases would be opened, the goods sampled and marked, and frequently formed part of the sales on the day following.

It was the custom for early buyers to frequent the marts of the city, making fame and fortune for many hotels well enough known in those days, but to-day existing only in feeble memory. They would make their rounds through the various houses with which they were acquainted, usually making headquarters in one of them, in which the larger amount of their purchases would be made, from personal selection of everything; shipping directions being given, prompt shipment enjoined, and then frequently went on to Boston, where certain goods were usually obtainable at a lower rate of profit; and once in a while would take a trip to Philadelphia, which then had a reputation for jobbing some things at lower prices than other points, a reputation which it is authoritatively stated it still enjoys

Previous to the rebellion, goods were purchased from the makers either here or abroad on six months time or more, with a discount of 5 per cent. for cash in 30 days. Credit being universal, once it was established, business could be extended indefinitely. I have known in my own experience, where a manufacturer of table cutlery in Sheffield in the early days of American competition on same lines, said, he had rather "renew my bill (note) for another six months than have it paid, for seven per cent." (then the legal interest) "was a larger profit on the money than on the same amount of goods." The jobbers sold their goods on same time—sometimes, "and repeat,"—with the exception of a few things on which profit was almost an unknown quantity. This included cut nails and shot, and when we could work it in, Manila rope. These items were usually settled for in cash, before dealer left town; or certainly upon arriving at his destination.

The advent of the rebellion which ruined so many jobbing houses in the South and many Northern ones having southern connections, had the effect of making cash purchases by the retailers the standard of all transactions. Cash quotations then became the vogue, and thirty days the limit of time either asked for or given. The credit and standing of a firm was not considered of so much importance when cash prices were demanded and cash payments exacted.

Advancing prices daily and weekly, and a freedom from the usual and ordinary losses inseparable from a credit business, soon made big profits for such jobbers as were able to stay in the business. I can remember as an illustration that in 1864, on a business not exceeding in volume $180,000 for the year, my immediate predecessors, on the corner of Greenwich and Dey Streets, cleared $32,000.

And in 1865, my first year as principal in the same store, our sales increased to $210,000, and our net profits were in excess of $36,000, being 17¼ per cent. on gross sales. Many a single department in some of the larger jobbing establishments of the present day, can show sales as large, but the profits are in an inverse ratio although some of them—have hopes.

The goods sold in these early days were nearly all standard and regular every-day styles; stocks having no such wide range as is now made necessary in the character of their make up.

A puzzling variety of finishes on builders' Hardware for instance was a thing unknown. None of the encyclopedic catalogues already referred to were then in existence. Plain japanned, so-called coppered, or copper bronzed, forming the principal variation; occasionally some wrought goods would receive a tumbled finish, and there would for special trade be galvanized, or tinned goods also, but the vast variety of finishes now occupying with their artistic differences the cells of gray matter of a Hardwareman's head, had not as yet emerged even from dreamland.

A great many of the goods comprising a stock of Hardware in the days to which I refer, from one end of the store to the other, were sampled on the front of the bundles or packages in which they came originally. The luxury of having square boxes for the proper packing of cutlery and shelf Hardware, was still hidden in the surprises of the future; coming in later when American made goods pushed to the front and began to assume more prominence in our stock in trade.

There were scattered around on the blank walls sample cards set in frames with turn buckles—which permitted an easy removal for changing—and these boards would be handsomely lettered by some of the junior clerks with a knack for that kind of work, and the japanned and similar goods were shown by their aid. Brass goods in many lines in the fancy part of the Hardware products were then largely noticeable. Bronze metal goods as recognized to-day, being yet to come, to show by their artistic excellence the unexampled growth of a branch of our business in which we lead the world. Table cutlery, pocket cutlery, razors, shears, scissors, carvers, etc., were sampled upon the front of the irregularly angled packages filling the shelves. When the sale of any particular pattern cleared it out of stock that was the end of that design until the next season's importations brought in an increased supply.

As they do it to-day the multifarious details connected with selling a large bill of Hardware would have made some of the old-timers fit subjects for a lunatic asylum; with builders' Hardware to be drawn off from architects' working drawings and builders specifications; with the same line of goods having 100 different finishes and of as many patterns and varieties; complicated systems of numbering, further individualized or grouped by the addition of a letter in front, any deviation from which in putting down or getting out, would throw the whole order out of gear, all these things would make an old time Hardware clerk feel like throwing off "the white man's burden" and using some of it for "dope."

I was advised when I entered the jobbing Hardware business as a boy forty years ago of the advisability of its selection because there was so much to learn that it presented all the advantages of learning a trade; how much more truly is this the case to-day when the diversity is twenty times greater. Completely experienced Hardwaremen, conversant with every branch of the business, are not so plentiful as one would imagine; each young man in a big store to-day with an immense catalogue that tells him everything, may know his own department thoroughly, but the rest of the vast establishment is likely enough a *terra incognita* as far as he is concerned. The older employees who have been pushed through every branch of the business are the only ones upon whom the heads of the store place implicit reliance. That was the way the old time houses operated in order to teach the business and create experienced assistants; every one of them had to know the working of each department in the largest estabment, from the entering of goods to the preparation of data for the transmission of foreign orders.

Henry Hopkins,
New York, April, 1899. Associate Editor *Hardware*.

"A pathetic incident of the cold weather," says the Atlanta *Constitution*, "is the case of a bare-foot little fellow who walked into a shoe store, planked down $1 and said:

"'I wants a pair o' shoes fer that.'

"'What number?' asked the clerk.

"'I dunno what number,' was the answer. 'I ain't never wore no shoes since I kin remember. You'll have to measure me!'"

Digitized by Google

Miller, Sloss & Scott's Large Fire.

The wholesale Hardware house of Miller, Sloss & Scott, San Francisco, Cal., was destroyed by fire on March 31st, the total loss being estimated at about $400,000. The firm occupied a four-story and basement brick building, Nos. 18-22 Fremont Street, near Market, and was known to carry one of the largest and most complete stocks of Hardware on the Pacific Coast, valued at a half million dollars, and was insured for nearly $300,000. The building was owned by W. S. Foy and was worth $50,000. It was almost a total loss and will have to be entirely rebuilt before being again occupied. The origin of the fire is unknown. When discovered, it was confined apparently to the upper floor, but within a short time the whole building was enveloped in flames. Almost the entire fire department of the city was called to the scene, and by ceaseless effort, were enabled to confine the extent of the conflagration to the structure in which it started. The firm carried a large stock of fixed ammunition, and the constant explosions taking place as the fire progressed made the courageous exertions of the firemen attended with considerable danger. Fortunately, no one was injured. As the building was located in the centre of the wholesale district, for a time there was great alarm felt lest the flames should spread to other establishments in the neighborhood; but there were fortunately, no high winds, and this aided the efforts of the fire department, which, after three hours' work, succeeded in subduing the fire.

It is said the structure was inadequate to hold the firm's increasing business, and about two weeks previous, the corporation had already paid $100,000 for a valuable piece of property, now occupied by the Mechanics' Mill, at the southwest corner of Mission and Fremont Streets, and contemplated erecting at once a large building suitable for their purposes.

Within twenty-four hours of the destruction of their own stock, negotiations were entered into and settled upon, by which they became the proprietors of the entire business of the Hawley Bros. Hardware Co., who, by making this change, retire from the business, and consequently remove an active competitor, while protecting the interests of the customers of this old house by leaving them in such good hands as this enterprising firm. The smoke of the ruins was still in evidence, when the front of the Hawley Bros. Hardware Co.'s establishment was ornamented by the signs of Miller, Sloss & Scott, and the usual delay attending so extensive a fireand recovery from its effects, was unknown. business progressing without any interruption of consequence.

The Smith & Hemenway Co.

The Smith & Hemenway Co. having purchased the entire Hardware business of the Maltby-Henley Company and the Bindley Automatic Wrench Co., will hereafter manufacture their specialties at the factory of the Utica Drop Forge Co., Utica, N. Y., owning an interest as they do, in that important factory. On account of the acquisition of the above companies, it became necessary to seek more extensive quarters in New York City; and on May 1st they will move from their old location at No. 20 Warren Street, to the more desirable location No. 296 Broadway.

New England Hardware Dealers' Association.

The regular monthly meeting of the above association will be held on the evening of April 12th, at the United States Hotel, Boston.

The subjects for discussion are those which were partially disposed of at the March meeting, viz:

"Is it advisable to continue as a social organization? If not, what can you suggest to make it a business organization?"

"The advisability of the formation of Local Associations in all towns and cities throughout New England as auxiliaries to the parent Association."

The hour has been changed from 5:30 P. M. to 4:30 P. M. This will allow one hour more for business and will obviate the necessity of out-of-town members leaving to catch their trains before the meeting is adjourned; as has been the case formerly.

Making of Baby Scales.

The making of infant scales is said to be a growing industry. An infant scale of a new design is finished in white enamel. The plate upon which the weights are placed is of iron polished until it looks like a steel miror. At the other end of the balance, where the pan would ordinarily be, is the basket, fashioned with a view to the convenient and comfortable holding of a child. The basket also is enamelled. The base of the scale projects in front to afford a place for the weights, which are of polished iron, the larger ones being provided with handles. The fractional weights are taken by means of a sliding weight on a beam attached to the front of the scale.—*New York Tribune.*

Eating and Drinking.

An average man requires fifty-nine ounces of food per diem. He needs thirty-seven ounces of water for drinking, and in breathing he absorbs thirty ounces of oxygen. He eats as much water as he drinks, so much of that fluid being contained in various foods. In order to supply fuel for running the body machine and to make up for waste tissue he ought to swallow daily the equivalent of twenty ounces of bread, three ounces of potatoes, one ounce of butter and one quart of water. The body is mostly water. The body of a man weighing 154 pounds contains ninety-six pounds, or forty-six quarts of water.—*Exchange.*

When the Relief Committee was organized recently in Atlanta an old negro sent the following letter to a man who had formerly employed him: "Marse Bill; Deer Fren: I is tol' dat dey gwine 'roun' striblitin' goods ter de po'. Marse Bill, you well knows dat I de po'es' nigger dis side er Freedom. So fur, so good. Now, I wants you ter use you 'fluence ter git me some what dey distriblitin'. I wants one bar'l er self risin' flour; two hams, en a side er meat; one bar'l er pearl grits (git de right bran', Marse Bill!); two gallons er maple surrup; one sack er salt; six poun's er coffee; a dollar's wuth er sugar, en, Marse Bill,—ef hit don't go 'g'in dey conscience—erbout a quart er co'n licker, so's de ol' man kin git his dram!"—*New York Tribune.*

The Russell & Erwin Mfg. Co., New Britain, Conn. and No. 43 Chambers Street, New York., announce the publication of their new and complete catalogue, which forms volume IX of the series, and is dated 1899. It comprises a large volume of over a thousand pages, handsomely and firmly bound in dark red cloth with olive edges and ornamental gold stampings upon the side. We are unable to give the space to a more extended notice in this issue of *Hardware*, but promise to refer more particularly to its well arranged contents at an early date.

The word "trust" as applied to recent industrial combinations like that of the saddle makers, is a misnomer, and grows out of the fact that in the early efforts at combination the different interests were conveyed to a "trustee." This trustee issued certificates for the shares which each member of such a combination owned in that combination, and these certificates were commonly called "trust certificates," hence the name "trust" now in common use.—*Ex.*

HARDWARE'S "Prices Current" are reliable.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Azusa, Cal.—The C. C. Casey Co., Hardware, etc., has been incorporated. Capital stock, $10,000; subscribed $6600; C. C. Casey, H. Fabrick, E. K. Peirce, Mrs. C. A. Casey, Mrs. A. M. Peirce.

Bode, Ia.—The new Hardware store of Peter Williams & Sons is now ready for business.

Boston, Mass.—The Miles F. Brennan Co. has been incorporated to deal in iron, Hardware and vehicles. Capital stock, $20,000. Incorporators: Miles F. Brennan, Thomas J. Roche, T. J. A. Johnson.

Buffalo, N. Y.—The A. A. Grinnell Co. has been incorporated by A. A. Grinnell, Albert R. Avery, and Chas C. Avery; Hardware, etc. Capital stock, $25.000.

Copemish, Mich.—Jim McGuire has purchased the Copemish opera house, and has opened a Hardware store in same.

Davenport, Ia.—A new Hardware company has filed articles of incorporation. Its capital stock is to be authorized at $40,000, $20,000 to be subscribed before the concern commences business. Shares, $100 each. The style of the institution is Rascher, Schricker & Rascher Hardware Co., with Frank Rascher as president, Carl O. Rascher, vice-president, and Richard L. Schricker as secretary and treasurer.

Dayton, Tenn.—W. C Godsey, of Meigs County, will open a new Hardware store in the building now occupied by T. H. Brown.

Hornellsville, N. Y.—Chauncey D. Shults and Allen V. Burdett have formed a copartnership and opened a Hardware store on Seneca Street in the building recently occupied by E. J. Davis.

Lafayette, Ind.—The Campbell, Moore, Westfall Co. has been incorporated by Robert L. Campbell, A. B. Moore, and Wm. M. Westfall; Hardware and farming machinery. Capital stock, $10,000.

Lorain, O.—The Lorain Hardware Co. has been incorporated with $10,000 capital stock to deal in Hardware, stoves, tinware, etc. William Helwager, J. A. Kreintz, George F. Haseroelt, Fred P. Dorthler, jr., and George Wieland are the incorporators.

Louisville, Ky.—D. W. Rider, of Elizabethtown, will open a Hardware store in the new building now occupied by Mr. Walker as a grocery, next door to the Joplin Implement Co.

Massillon, O.—The Gow Hardware Co. have taken charge of their new quarters in the Winold block.

Montreal, Can.—T. G. Lewis & Co., Hardware, new firm, have commenced business.

New Berlin, N. Y.—H. L. White and S. B. Pope have formed a partnership under the firm name of White & Pope, and will carry on a general Hardware business.

New Haven, Conn.—George H. Baker of No. 956 State Street has opened a new store, located between Edwards and Bishop Streets, devoted to the sale of Hardware, paints, oils, window glass and house furnishings.

Springfield, Mass.—John W. Hartwell's new Hardware store has been opened in the Columbian block.

Changes and Improvements.

Adams Center, N. Y.—The general store and Hardware business which has been conducted by Bunce & Dean the past five years, has changed its firm name, as Mr. Dean has sold out his interests to Alta Sanford, of North Adams.

Auburn, N. Y.—The firm of Everts Brothers, Hardware dealers, is now Everts Brothers & Pomeroy. Theodore M. Pomeroy, of this city, having been recently admitted into partnership.

Bangor, Me.—William A. Mason, who recently bought out the Hardware store of George A. Bailey, has accepted a partner in the person of William H. Hall, Jr., of this city and the business will now be conducted under the firm name of Mason & Hall.

Clearfield, Pa.—The old firm of Powell Bros. & Powell has dissolved partnership; J. F. Powell retiring.

Edgar, Neb.—Frank Thompson has taken his brother into partnership with him and the firm name is F. M. Thompson & Co. They will deal in Hardware and farm implements.

Fulton, N. Y.—Jesse R. Wright has disposed of the remainder of the Hardware of the J. J. Wright stock to A. J. Snow.

Huntington, N. Y.—Mrs. James Cheshire is building an addition to the rear of her building, used by A. P. Dodge as a Hardware store. Mr. Dodge requires more room for his increasing business.

Gouverneur, N. Y.—A change has taken place in the Gouverneur Hardware Co. by the retirement of Geo. Parlow from the firm.

Marathon, N. Y.—J. O. Peebles, of this place, and his son Clark of Tully have purchased the Hardware store which has been conducted by R. D. Mack.

Ottumwa, Iowa. — Harper & McIntire have purchased the wholesale and retail Hardware business of W. F. McCarroll & Son.

Palestine, Ill.—Bussard & Fife, Hardware, succeeded by David Fife.

Savannah, Mo.—The Stuart & Clasbey Hardware firm have dissolved partnership, Mr. Stuart retiring from business.

Saybrook, Ill.—George C. Gray, Hardware, succeeded by C R. Lott.

Table Rock, Neb.—W. S Lindsley has sold his interest in the Hardware firm of Tillotson & Lindsley, to Anthony Kovandah, and the style of the new firm will be Tillotson & Kovandah. The new firm has already taken possession.

Walton, N.Y.—R. G. MacGibbon has sold his Hardware business to S. G. Alcott, of Hornellsville, and A. B. Shank, of Johnstown, who will continue the business at the same place.

Washburn, Ill.—Mr. Washburn has sold out his Hardware store stock to Mr. Bedding and will move to Milford, Ind.

York, N.Y.—R. D. Guthrie has purchased the Hardware business conducted by George F. Maloney.

Burglaries in Hardware Stores

Arlington, Kans.—Fehr Bros., ammunition.

Atlanta, Ga.—Beck & Gregg Hardware Co., knives.

Beaver Falls, Pa.—W. J. Davidson, revolvers.

Bedford City, Va.—Thomas & Thomas, $100.

Garland, Tex.—M. D. Williams, razors, etc.

Greensboro N. C.—The Odell Hardware Co., store burglarized, and a quantity of goods stolen.

Milledegville, Ga.—Johnston & Bethune, guns.

Ottawa, Can.—McDougall & Cuzner, $100.

San Antonio, Tex.—Chas. Hummel & Son, $150.

Fires in Hardware Stores.

Algoma, Wis.—The Hardware store of C. B. Tift has been destroyed by fire.

Ashby, Minn.—N. O. Melby's Hardware store has been destroyed by fire.

Avon, Ill.—The Hardware store of Merrill & Merrill has been destroyed by fire.

Belton, Tex.—Wilson & Austin Co's Hardware store has been destroyed by fire. Loss, $25,000.

Boston, Mass.—The Hardware store of H. M. Sanders & Co., No. 27 Eliot Street, has been damaged by fire to the extent of $5000.

Chicago, Ill.—Orr & Lockett's Hardware store at No. 50 State Street was slightly damaged by fire a few evenings since.

Grimes, Ia.—The Hardware store of Prunty & Iseminger has been destroyed by fire. Loss, $2000; insurance, $1300.

Irvington, N. J.—The Hardware store of Frederick Stone has been damaged by fire to the extent of $2000.

Louisville, Ky.—G. Dreher & Son's Hardware store located at No. 1029 Third Street, has been destroyed by fire. Loss, $1700.

Muncie, Ind.—W. H. Ballard & Co's Hardware establishment has been destroyed by fire. Loss, $3500; fully insured.

Patoka, Ind.—J. H. Hitch's Hardware store has been destroyed by fire.

Sellers, Ala.—The Hardware store of James A. Pool has been destroyed by fire.

Syracuse, N.Y.—Thos. C. Drennan's Hardware stock has been destroyed by fire. Loss $10 000; insurance $8000.

Business Embarrassments.

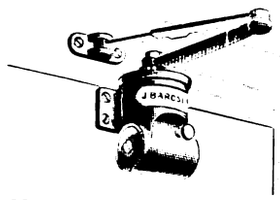
Montreal, Can.—Amedee Perrier, Hardware merchant, has assigned at the demand of Loranger & Heroux, with liabilities of about $1000.

Watertown, S. D.—L. R. Slawson, Hardware, has made an assignment here to-day. R. L. Eddy is the assignee.

Digitized by Google

THE "BARDSLEY"

Oil Door Check and Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price	each,	$3.50
"	B,	"	"	4.00
"	C,	"	"	5.00
"	D,	"	"	6.00
"	E,	"	"	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,

147 to 151 Baxter St., NEW YORK CITY.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.

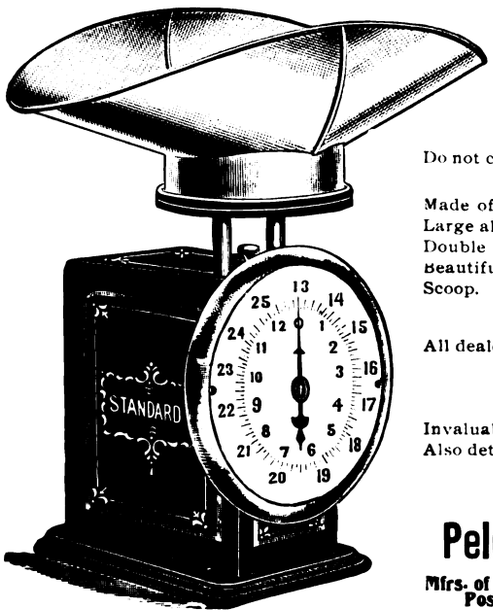


Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.



PELOUZE "STANDARD" Family or Counter Scale

25 pounds by ounces.

Do not confuse the "STANDARD" with inferior scales.

Made of Steel throughout, no castings to break. . .
Large aluminum dial, nickel rim, black figures. . .
Double upright steel supports, insuring accuracy.
Beautifully japanned and striped. Large polished Scoop. . . . . .

Warranted Accurate.

All dealers should sell the

....STANDARD....

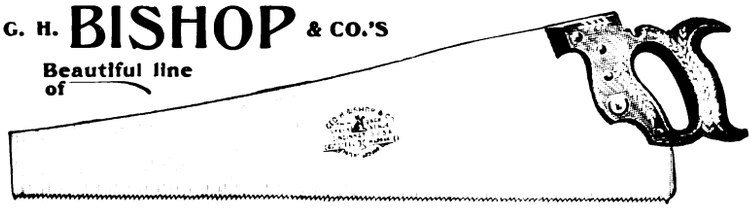
at all seasons of the year.
Invaluable to families in preserving and canning. Also detects errors in weight of purchases. . . . .

Order Through Your Jobber.

Pelouze Scale & Mfg. Co.,

Mfrs. of Reliable Family, Counter, Postal and Candy Scales. CHICAGO.

SAWS G. H. BISHOP & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."



This is the refrigerator of which Mrs. Rorer says:—"You can put in it any thing that has an odor, together with milk and butter, leaving the two latter in open vessels without contamination." Hence its name,

THE "ODORLESS"

It needs no weekly scrubbing and scalding and it saves ice. In the end it costs less than so-called refrigerators that are sold for less money

WRITE FOR CATALOGUE (25.)

THE KEYSER MFG. CO., Chattanooga, Tenn.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements. etc , will be gladly received, and promptly published.

New Companies, Etc.

Camden, N. J.—The Globe Radiator & Range Co. has been incorporated by William C. Cain, Frank C Cain and Julius H. Anthony; to manufacture steam heaters, stoves, ranges, etc. Capital stock, $100 000.

Chattanooga, Tenn.—The Williams Novelty Works will be established for the manufacture of metal curtain poles patented by Jesse Williams, and other novelties in the metal line.

Chicago, Ill.—The South Chicago Furnace Co. has been incorporated by Thomas M. Butters, Herbert H. Hall and William H. Dayton; manufacturing. Capital stock, $300,000.

Cleveland, Ohio.—The Diamond Bolt & Screw Co. has been incorporated by Isaac Lewis, Robert Lindmueller, D. E. Wright, S. C. Payne and J. W. Stoddart; bolts and screws. Capital stock, $25,000.

Cleveland, Ohio.— The Reliance Gauge Co. has been incorporated by M. F. Bramley, Herman P. Zapp, W. Harris Lucas, Frederick Roberts and others; machinery and tools. Capital stock, $25.000.

Goldsboro, N. C.—The John Slaughter Co. has been incorporated by John Slaughter, Charles Dewey and Charles F. Herring; for the manufacture of Hardware, etc. Capital stock, $40,000.

Hoosick Falls, N. Y.—The Brian Heater Co. has been incorporated by Henry W. Stone, James T. Brian and Theodore B. Brian; heating. ventilating and sanitary apparatus. Capital stock, $50,000.

New Haven, Conn.—A new joint stock company is to be started under the name of the New Haven Cutlery Mfg. Co., and will shortly begin the manufacture of cutlery and Hardware. The new company has been organized with a capital of $3500, with 140 shares at $25 each.

Portland, Me —The National Machine & Tool Co. has been organized for the purpose of the manufacture and sale of machinery, with $50,000 capital stock, of which $400 is paid in. The officers are: President and treasurer, James H. Reed, of Brookline, Mass.

Rome, N. Y.—The Rome Tube Co. has been incorporated by Wm. P. Huntington, W. J. P. Kingsley and J. S. Haselton; manufacturing and dealing in metals. Capital stock, $200,000.

St. Paul, Minn.—The Lang Radial Valve Gear Co. has been incorporated by L. A. Lang, E. F. Walsh and Joseph W. Bethinger; to develop radial valve gear. Capital stock, $25,000.

Trenton, N. J.—Articles of incorporation have been filed for the American Copper Co., with an authorized capital of $600,000. The company is authorized to mine, smelt, manufacture and deal in gold, silver, copper, lead, zinc, brass and other ores. The incorporators are: Frederick B. Hyde, Kenneth K McLaren and Harry W. Moon, of Jersey City.

Woonsocket, R. I.—The City Iron Foundry has been incorporated by Charles E. Thomas and Fred A. Thomas; heating appliances and machinery. Capital stock, $100,000.

Changes and Improvements.

Bridgeport, Conn.—Another building is to be erected by the Union Metallic Cartridge Co. It is to be three stories high and will be located on Barnum Avenue between Seaview Avenue and Pauline Street. The foundation work will begin in a few days. An addition of several stories is also to be constructed to the building across the street from the new structure. The two buildings will be connected by a bridge over the street permission having been granted by the city. The company has well on the way to completion a four-story addition to its buildings on Pauline Street.

Jersey City, N. J.—The Great Western File Co. have sold the property in Beaver Falls, Pa., known as the Great Western File Works, to the Nicholson File Co., of Providence, R. I., for $50 000.

Louisville, Ky.—The Todd Mfg. Co., of New Albany, have purchased the entire machinery plant of Raible, Smith & Co., who recently failed in business.

Monongahela, Pa.—The new stove factory of Graff & Co. is almost completed and will be ready for operation in about ten days. When completed it will be one of the most extensive plants of the kind in the State. The foundry building is 120x260 feet, and the pattern shop is 40x70 feet. The buildings cost $20 000. The cost of the machinery and patterns is nearly $30,000, making the total cost of the plant about $50 000, About 250 men will be employed in the works.

New Haven, Conn.—The Lavigne & Scott Mfg. Co., of No. 15 River Street, has been succeeded in business by the Lavigne Automatic Mfg Co., with an authorized capital of $150,000. Lavigne & Scott have been for years engaged in the manufacture of Hardware, yacht cannons, wrenches and special goods. The reason for the forming of the new company was that the Lavigne & Scott Co.'s business had increased so that they had to form a new company in order to meet the demand for the Lavigne automatic machines. The new company was formed under the statutes of Connecticut, and its officers are: President, Benjamin Eastwood, of Paterson, N. J.; secretary and treasurer, William H. Cole, of New York City; manager, J. P. Lavigne.

Sharon, Pa.—The Sharpsville foundry has been purchased from Receiver James P. Whitlaw, for $2900, by James V. Rose, who will repair plant immediately and put it in operation.

Recent Embarrassments.

Unionville, Conn.— At a meeting of the stockholders of the Upson & Hart Co., manufacturers of cutlery, it was voted to apply to the Superior Court for the appointment of a receiver to wind up the affairs of the corporation. The capital of the company is $75.000. It is the successor of Mecht & Hart, the latter succeeding the firm of Pond & Hart. Last fall the plant was leased to the Upson Nut Co. for a period of nine months, and this lease soon expires.

Recent Fires.

Cleveland, Ohio.—The Cleveland Machine Screw Co., plant damaged by fire at a loss of about $50,000; fully insured.

Cleveland, Ohio.—The Dangler Stove & Mfg. Co., Perkins Avenue near Willson, damaged by fire at a loss of about $30 000; partially insured.

Lancaster, N. Y.—Fire which destroyed the buildings of the Lancaster Machine & Knife Co., involving a loss of $30.000. The plant was located in the extreme end of the village, a long distance away from the hydrants. It was practically impossible, under the circumstances, to make much of a fight against the fire. The loss will be a severe blow to many residents of Lancaster, as it will, for a time, at least, throw them out of work. It is understood the works will be rebuilt.

Milwaukee, Wis.—Fire which started a few days since in the smelting room of the Brand Stove Co.'s plant, destroyed property worth about $1000. None of the patterns were lost or destroyed.

Miscellaneous.

Hartford, Conn.—At the meeting of the board of directors of the Pratt & Whitney Co., the following officers were elected: Amos Whitney, president; Rowland Swift, vice-president; Roswell F. Blodgett, secretary, and J. C. Stirling, treasurer. The office of the second vice-president, lately held by George W. M. Reed, was not filled. The same men who constituted the executive board last year were re-elected. The following are the directors for the coming year: Francis A. Pratt, Amos Whitney, Roswell F. Blodgett, Rowland Swift, William Waldo Hyde, J. R. Refield, George W. M. Reed, Frank C. Sumner, Daniel R. Howe, of Hartford; C. C. Cuyler, A. C. Vaughn and Robert S. Walker, of New York; T. J. Nicholl, of Rochester. Mr. Nicholl, who is the new managing director, takes the place of Gen. H. J. Morse, of New York, on the board.

Rochester, N. Y.—The War Department of the government has paid a great compliment to an extensive industry of this city in selecting it to supply 3000 steel baskets which are needed for use by Admiral Dewey's fleet at Manila. The Metallic Basket Co. was selected from a large number of competitors to do the work. The naval officials were surprised when they received the request from Dewey for the steel baskets. Heretofore it has been customary to use heavy bags. It is thought that Admiral Dewey has adopted the idea of using the steel baskets from seeing them in operation on the foreign ships in Manila harbor.

Digitized by Google

.. THE ..

"AUTOMATIC"

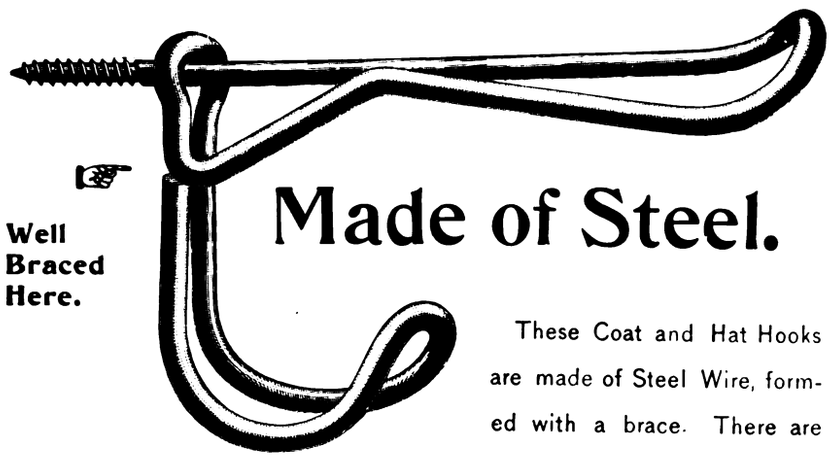
BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

Self-Governing.
Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,
NEW YORK.
CHICAGO.



Well Braced Here.

Made of Steel.

These Coat and Hat Hooks are made of Steel Wire, formed with a brace. There are three sizes, of which the cut shows the largest; they are furnished Japanned, Coppered, Berlin Bronzed and Yeddo Bronzed. Let us give you prices on these quick-selling goods.

SARGENT & CO.,

New Haven, Conn. New York. Philadelphia. Boston.



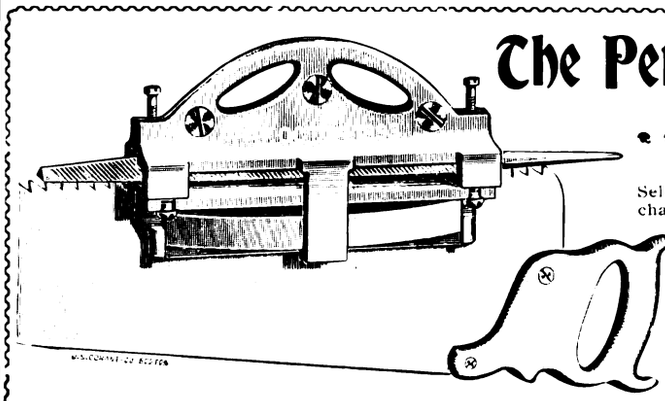
NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4, per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.



The Perfect Saw Jointer

Sells at sight. Every mechanic needs it! **Uses any kind of a file.** Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,
on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WANTED

JOB AND SPECIAL LOTS

FOR SPOT.

. . .SEND FULL PARTICULARS. . .

BROWNE & MANSFIELD,
245 BROADWAY, NEW YORK.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; | and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address
Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Beaver Falls, Pa.—H. G. Wassen, of Pittsburg, Pa., will shortly erect a plant in this city for the manufacture of seamless bicycle tubing. It will cost about $175,000.

Chicago, Ill.—The Berger & Larsen Tire Co. has been incorporated. Capital stock, $10,000. Incorporators: John P. Larson, John A. Berger and Bernhard Anderson.

Cleveland, Ohio.—The W. E. Kelly Mfg. Co. has been incorporated by William E. Kelly, Edward B. Weed, Albert H. Weed, Walter D. Meals and Ferdinand L. Black, handle bars. Capital stock, $25,000.

Detroit, Mich.—The Sprocket Chain Mfg. Co. has been incordorated by T. D. Buhl, L. B. Ball and Alex. McPherson; malleable iron castings. Capital stock, $75,000.

Fairbury, Neb. — Howell Bros., Hardware, sporting goods, etc., have opened new store.

Hartland, Minn.— Ackland & Siblerud, Hardware, sporting goods, etc., new firm, have commenced business.

Jersey City, N. J.—The Metallic Rubber Tire Co. has been incorporated by Calvin T. Adams, Robert S. Adams, Clarence L. Barger and Frank M. Burger; tires for bicycles. Capital stock, $100,000.

Montreal, Quebec.—The Canada Hardware Co., Ltd., has been incorporated to deal in Hardware, bicycles, sporting goods, etc. Capital stock, $50,000.

Norfolk, Va.—The Norfolk Novelty Mfg. Co. has been incorporated by B. R. Jones, C. D. Brumley, A. M. Jones, S. D. Scott and Jas. H. Parker; tire tighteners, etc. Capital stock, $5000.

Northampton, Mass.—John W. Hartwell, sporting goods, etc., has opened a wholesale and retail store.

Oregon, Ill.—M. B. Bohner, bicycles, will open new store on North Fourth Street, and a complete line of high grade wheels will be handled, together with all kinds of repairs, etc.

Palmer, Mass.— Wallace Knowlton will shortly open a bicycle repair and sale stere.

St. Marys, W. Va.—The E. T. Martin Hardware Co., Hardware, sporting goods, etc., will open new store about April 15th.

Washington, D.C.—Articles of incorporation of the Automatic Cycle Pump Co. have been filed. The capital stock of the company is stated to be $15,000, and the incorporators are: Samuel J. Ross, George S. Cooper and George O. Ferguson.

Changes and Improvements.

Birmingham, Ala.—The business of the Marvel City Cycle Co has been purchased from J. W. Rarden the former owner, by Henry Brown and George Houston.

Buffalo, N. Y.—W. S. Pitman, manufacturer of bicycles succeeded by the North Buffalo Wheel Co.

Chattanooga, Tenn.—The Nashville Rubber Tire Works Co. will establish a rubber tire factory in Chattanooga.

Chicago, Ill.—The Plew & Motter Mfg. Co. has certified to a change of name to Plew Saddle Co. Change of object of incorporation. to manufacture bicycles. Increase in directory from four to five, and increase in capital stock from $5000 to $25,000.

Florence, Colo.— H. E. Stock, bicycle dealer, succeeded by W. A. Tatum.

Honolulu, H. I.—The Pacific Hardware Ca. have been succeeded by Castle & Cooke, dealers in Hardware, sporting goods, etc.

Hot Springs, Ark.—Joseph Beaulleu, bicycles, reported to have sold interest to S. M. Hunt.

Lebanon, Ind.—James & Wysong, bicycle dealers, succeeded by M. D. Jones.

Lidgerwood, N. D.—Hellier & Clark, bicycles, succeeded by H. J. Clark.

Macon, Ga.—The Southern Hardware Co., Hardware, sporting goods, etc., succeeded by the Merritt Hardware Co.

Minneapolis, Minn.—The Northwestern Cycle Co. have leased the new brick block, No. 121 Sixth Street, S., for the handling of their wholesale business. This enlargement was rendered imperative by their rapidly increasing jobbing business. Their retail business will be conducted as formerly in their old store, corner Sixth Street and First Avenue, S.

New Bedford, Mass.—F. L. Sowle & Co · Hardware, bicycles, etc., business purchased by the Packard Hardware Co.

Oskaloosa, Iowa.—Thomas L. Ira & Co., bicycles, reported to have dissolved partnership.

Perth Amboy, N. J.—Tobias & Watson, dealers in bicycles, have been succeeded by James T. Watson.

San Angelo, Tex.—Josh Epps, bicycles, reported to have sold out.

Sault Ste. Marie, Mich.—The Soo Cycle Co., James C. Hardy has secured the interest of J. K. and Harry Johnston in the company.

Taylorville, Ill.— H. M. Powell, Hardware, sporting goods, etc., succeeded by Coplin & Neu.

Terre Haute, Ind.—Freitag, Weidhardt & Co., plumbing and steam heating, have added a stock of general Hardware and sporting goods.

Washington, D C.—The local distributing agency for the Stee-Leech ball-bearing bicycle saddle has been removed to No. 814 Fourteenth Street, N.W., and will hereafter be conducted under the management of John Woerner, Jr.

Windsor Locks, Conn.—Risley & Case, bicycles, discontinued here.

Recent Embarrassments.

Dayton, Ohio.—Borderwisch & Krug, bicycle dealers, have asked for a receiver.

Manchester, Mass.—George F. Peck, bicycles, reported to have filed petition in bankruptcy.

Towanda, Pa.—The Woodruff & Little Cycle Co., composed of George L. Little and George E. Woodruff, have filed petition in bankruptcy. Liabilities, $32,003; assets, $100.

Recent Fires.

Denver, Colo.—The Denver Bicyle Engraving Works, No. 825 Eighteenth Street, slightly damaged by fire.

Lyndonville, Vt.—E. J. Blodgett, bicycle dealer, damaged by fire.

Toledo, Ohio.—Norman De Vaux, bicycles, destroyed by fire.

Recent Burglaries.

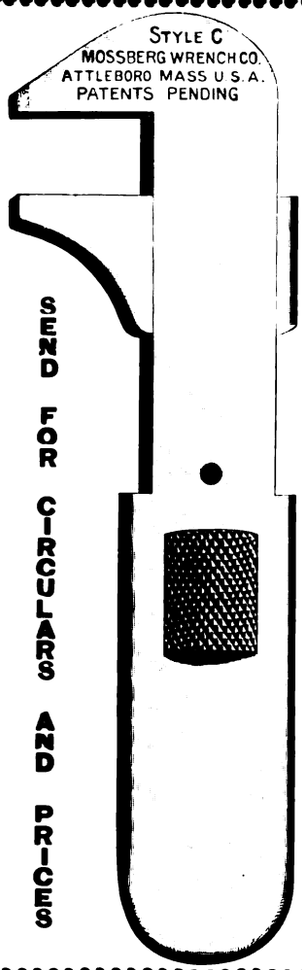
Hammonton, N. J.—A. L. Patton, bicycles, store burglarized.

The Value of Lightning Rods.

"One of the best evidences of the value of lightning-rods up to date," says the *Scientific American Supplement*, "has been afforded by the Washington Monument. It is capped by a small four-sided pyramid of aluminum, which metal, so cheap to-day, was very costly at the time of the building of the greatest obelisk that the world has ever known. This aluminum tip is connected with the ground by four copper rods which go down deep into the earth. On April 5, 1885, the monument was struck fiercely five time, but it suffered no damage whatever. On June 15 of the same year a more tremendous assault was made upon the monument from the heavens and the result was a fracture of one of the topmost stones. The crack still remains to show what nature can do in the way of an electrical shock, but the slightness of the damage is evidence of man's power to protect himself from such attacks. The obelisk is ideally located for attracting electrical assaults from the skies, and yet, while many times hit, it has suffered only once, and that time to a trifling extent. The Statue of Liberty, New York Harbor, is protected by copper rods united to the figure and extending through the pedestal to copper plates buried in wet ground beneath the foundation. Lightning has never injured the statue in the least."

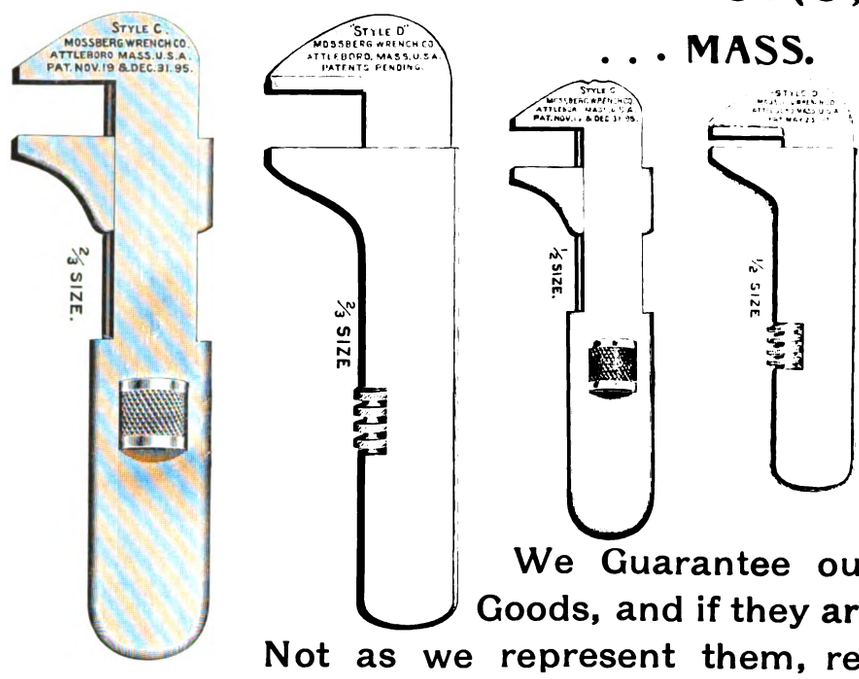
HARDWARE is printed for men now on earth.

Digitized by Google



MOSSBERG WRENCH CO.,

Office and Factory, ATTLEBORO, . . . MASS.



We Guarantee our Goods, and if they are Not as we represent them, return them at our expense.

"Just Hear Dem Bells!"



NEW CATALOG JUST OUT SHOWS 50 STYLES.

$1.00 Postpaid.

NEW DEPARTURE BELL CO.

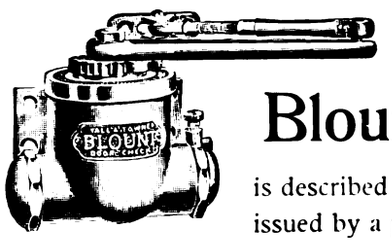
BRISTOL, CONN.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK.



The Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

Write for Discounts to Trade.

WM. C. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

Digitized by Google



Digitized by Google

THE "EASY" AND "NEW EASY" BOLT CLIPPERS.

THESE TOOLS

Have the only practical adjustment, and practically the only adjustment for taking up the wear of the joints and cutting edges.

They have many other good points, not found in other tools; and the material and work is of the best quality.

They are sold by nearly all jobbers in Carriage and Heavy Hardware and Iron and Steel, at the manufacturer's prices. Write for Circular and Price List.

Best in the World



No. 0. "NEW EASY." For 5-16 in. Bolts. Length, 18 ins. Weight, 3 lbs. List Price, $3.75.



No. 1. "EASY." For 3-8 in. Bolts. Length, 24 ins. Weight, 4 1-4 lbs. List Price, $5.



No. 2. "EASY." For 1-2 in. Bolts. Length, 30 ins. Weight, 7 1-2 lbs. List Price, $7.



No. 3. "NEW EASY." For 5-8 in. Bolts. Length, 36 ins. Weight, 12 1-2 lbs. List Price, $9.

H. K. PORTER, 66 Beverly St., Boston, Mass.

BELL'S EAVE TROUGH HANGERS,

Are good Hangers.
Are not high in price.
Are convenient to use.
Are sold by Jobbers.
Are in favor with Tinners.
Are made in five styles.
Are made in twenty-six sizes.

Besides, Our Present Popular Prices Please People.

Do you want to be pleased?
Catalogue and Sample Free.

John W. Bell & Co., Mercer, Pa.

The Walda Sectional Window Weight

is sold only through the Hardware Trade. All inquiries referred to the local dealer. . . .

Square and Round Weights Hang exactly from the centre Only 10 inch pockets required Lock at right angles. Take place of lead weights at one-sixth the cost. Save time and delay by balancing exactly at once.



Weights crated with 100 lbs. in Box; both plainly marked.

The Hardware Dealer requires only five sizes to fill any order. . . .

SEND FOR CIRCULAR.

Barney & Reed Mfg. Co., 85 WATER ST., BOSTON, MASS.

JOSEPH F. McCOY CO.,

26 WARREN STREET,
NEW YORK CITY.

SOLE AGENTS FOR

Monarch Cutlery Co.—Pocket Cutlery, Razors.

Irving Cutlery Co.—Scissors and Farrier Knives.

Peugeot Freres—Cold Rolled Sheet Steel, Band Saws and Mechanics' Tools.

Gueutal & Fils French Plyers and Nippers.

Irving Mfg. & Tool Co.—Plyers, Pincers and Tools.

Weiller & Co.—Brass Wire Cloth.

T. Parker & Sons—Needles, all kinds.

. . . HEADQUARTERS FOR . . .

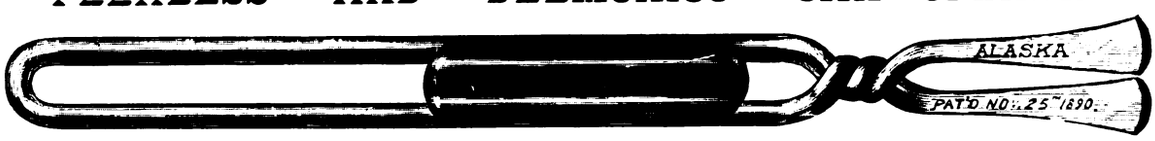
Wostenholm, Wade & Butcher, and other Razors, Chesterman's Tapes, and General Mill Supplies.

Digitized by Google

SEASONABLE SPECIALTIES.

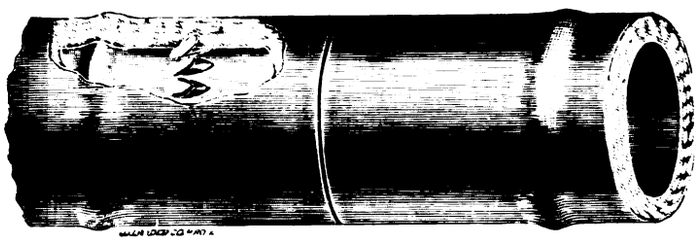


"PEERLESS" AND "DELMONICO" CAN OPENERS.



"ALASKA" Ice Chisel and Breaker.

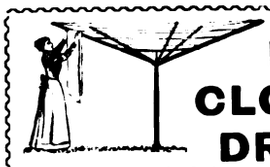
THE CELEBRATED COOPER HOSE MENDER.



No.... Special Tools Required.

WRITE FOR CIRCULARS AND PRICES.

JOHN H. GRAHAM & CO., Sole Selling Agents. **113 Chambers St., N. Y.**



HILL CLOTHES DRYER.

More than 100,000 in use. Pleasing everybody. Both yard and balcony Dryers.

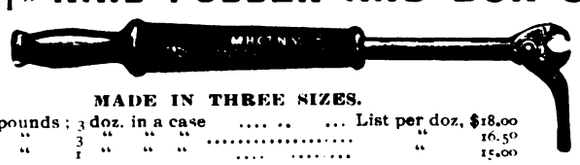
Fold them up without removing clothes line and take indoors when not in use.

Sold by the Hardware Trade. Send for Illustrated Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case .... List per doz, $18.00
No. 1½ " 4 " 3 " " " ..... " 16.50
No. 2 " 3 " 1 " " " .... " 15.00

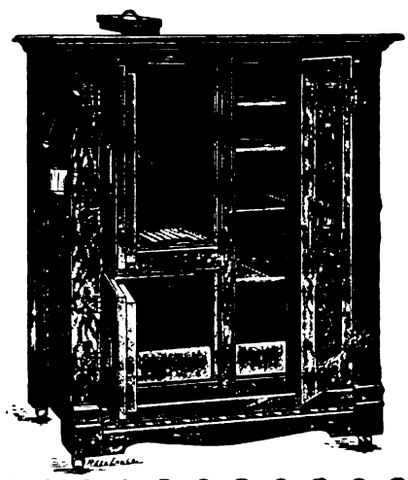
All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

LEONARD'S CLEANABLE REFRIGERATORS.



THE ALUMINUM LINE.

NON-POISONOUS.

PROVISION CHAMBERS LINED WITH ALUMINUM.

Made of Quarter Sawed Oak, Golden Antique Finish, Shelves slide out and are adjustable to any height. Insulated with mineral wool. The finest Refrigerators in the market. Prices low. Send for Catalogue.

Grand Rapids Refrigerator Co.

GRAND RAPIDS, MICH.

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

When you want to buy Strops, write for Shull's Catalogue and Prices.

I Mfgr. Strops with Merit



FOR RAZOR USE ONLY

WM. A. SHULL STROPS

THE WORLD'S STANDARD

PHILA. PA. U.S.A.

"THE ORIGINAL" SOLE MFG. "THE DEWEY" "THE PERFECTION" "THE SCHLEY"

Don't let any one deceive you.

Consult and buy ONLY "Shull's."

I Mfgr. Strops with Merit



FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

NICKEL PLATING OUTFITS

BULL NECK AND CANVAS WHEELS. SPANISH FELT WHEELS.



WALRUS HIDES. TURKISH EMERY. CHEMICALS GLUE.

POLISHING LATHES

THE HANSON AND VAN WINKLE CO.

NEWARK. CHICAGO. NEW YORK.

Bissell CYCO-BEARING Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,

LARGEST SWEEPER MAKERS IN THE WORLD

GRAND RAPIDS, MICH. - AND - NEW YORK.

Digitized by Google

HARDWARE JOBBERS OF UNITED STATES

HARDWARE JOBBERS.

May & Thomas Hardware Co., Birmingham, Ala.
Moore & Handley Hardware Co., Birmingham, Ala.
Barney, Cavanagh Hardware Co., Mobile, Ala.
Cunningham Hardware Co., Mobile, Ala.
Teague, Barnett, & Co., Montgomery, Ala.
Teague & Sons, Montgomery, Ala.
W. W. Dickinson Hardware Co., Little Rock, Ark.
Fones Bros. Hardware Co., Little Rock, Ark.
California Hardware Co., Los Angeles, Cal.
Cass & Smurr Stove Co., Los Angeles, Cal.
Harper & Reynolds Co., Los Angeles, Cal.
Los Angeles Hardware Co., Los Angeles, Cal.
Union Hardware & Metal Co., Los Angeles, Cal.
John Wigmore & Sons' Co., Los Angeles, Cal.
Schaw, Ingram, Batcher & Co., Sacramento, Cal.
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden Co., San Francisco, Cal.
George W. Gibbs Co., San Francisco, Cal.
Holbrook, Merrill & Stetson, San Francisco, Cal.
Lloyd, Scovel Iron Co., San Francisco, Cal.
Miller, Sloss & Scott, San Francisco, Cal.
W. W. Montague & Co., San Francisco, Cal.
J. De La Montanya, San Francisco, Cal.
Seller Bros. & Co., San Francisco, Cal.
George H. Tay Co., San Francisco, Cal.
I. S. Van Winkle & Co., San Francisco, Cal.
Denver Stove & Hardware Co., Denver, Colo.
J. M. Moore's Sons, Denver, Colo.
George Tritch Hardware Co., Denver, Colo.
Tracy & Robinson, Hartford, Conn.
C. S. Mersick & Co., New Haven, Conn.
Capelle Hardware Co., Wilmington, Del.
Delaware Hardware Co., Wilmington, Del.
F. P. May & Co., Washington, D. C.
Florida Hardware Co., Jacksonville, Fla.
S. B. Hubbard Co., Jacksonville, Fla.
Knight & Wall Co., Tampa, Fla.
Anderson Hardware Co., Atlanta, Ga.
Beck & Gregg Hardware Co., Atlanta, Ga.
Clarke Hardware Co., Atlanta, Ga.
King Hardware Co., Atlanta, Ga.
Charles A. Conklin Manufacturing Co., Savannah, Ga.
Edward Lovell's Sons, Savannah, Ga.
Palmer Hardware Co., Savannah, Ga.
J. D. Weed & Co., Savannah, Ga.
Hibbard, Spencer, Bartlett & Co., Chicago, Ills.
Edwin Hunt's Sons, Chicago, Ills.
Kelley, Maus & Co., Chicago, Ills.
S. D. Kimbark, Chicago, Ills.
Parkhurst & Wilkinson Co., Chicago, Ills.
C. Sidney Shepard & Co., Chicago, Ills.
Wells & Nellegar Co., Chicago, Ills.
Morehouse & Wells Co., Decatur, Ills.
Clark, Quien & Morse, Peoria, Ills.
Cummings & Emerson, Peoria, Ills.
Isaac Walker Hardware Co., Peoria, Ills.
Cottrell Hardware Co., Quincy, Ills.
Tenk Hardware Co., Quincy, Ills.
J. W. Stewart, Rock Island, Ills.
Boetticher, Kellogg Co., Evansville, Ind.
Hildebrand Hardware Co., Indianapolis, Ind.
W. J. Holliday & Co., Indianapolis, Ind.
Layman & Carey Co., Indianapolis, Ind.
Tanner & Sullivan, Indianapolis, Ind.
Van Camp Hardware & Iron Co., Indianapolis, Ind.
Pogue, Miller & Co., Richmond, Ind.
Robt. Donahue Iron & Hardware Co., Burlington, Ia.
Drake Hardware Co., Burlington, Ia.
Charles F. Schmidt, Burlington, Ia.
C. E. Armstrong & Co., Clinton, Ia.
Empkie-Shugart Co., Council Bluffs, Ia.
Sickels, Preston & Nutting Co., Davenport, Ia.
Sieg Iron Co., Davenport, Ia.
Patrick & Luthe Co., Des Moines, Ia.
J. D. Seeberger, Des Moines, Ia.
John Ernsdorff & Sons' Co., Dubuque, Ia.
Schreiber, Conchar & Westphal Co., Dubuque, Ia.
A. Tredway & Sons' Hardware Co., Dubuque, Ia.
A. Weber Co., Keokuk, Ia.
Huber & Halbach Co., Oskaloosa, Ia.
Harper & McIntire Co., Ottumwa, Ia.
George Haw & Co., Ottumwa, Ia.
Baker Hardware Co., Sioux City, Ia.
Charles E. Faeth Co., Sioux City, Ia.
Knapp & Spencer Co., Sioux City, Ia.
Cutler Hardware Co., Waterloo, Ia.
Blish, Mize & Silliman Hardware Co., Atchison, Kans.
A. J. Harwi Hardware Co., Atchison, Kans.
J. W. Crancer Hardware Co., Leavenworth, Kans.
W. A. L. Thompson Hardware Co., Topeka, Kans.
Hockaday Hardware Co., Wichita, Kans.
W. B. Belknap & Co., Louisville, Ky.
Fulton, Conway & Co., Louisville, Ky.
Hart Hardware Co., Louisville, Ky.
I. F. Stone Co., Louisville, Ky.
Todd-Donigan Iron Co., Louisville, Ky.
Geo. O. Hart & Son Hardware & Stove Co., Paducah, Ky.
Scott Hardware Co., Paducah, Ky.
A. Baldwin & Co., Limited, New Orleans, La.
Stauffer, Eshleman & Co., New Orleans, La.
Edwards & Walker Co., Portland, Me.
Emery-Waterhouse Co., Portland, Me.
Houghton, Clark & Co., Portland, Me.
Francis Albert & Co., Baltimore, Md.
Anderson & Ireland, Baltimore, Md.
Carlin & Fulton, Baltimore, Md.
William H. Cole & Sons, Baltimore, Md.
Findlay, Roberts & Co., Baltimore, Md.
Henry Keidel & Co., Baltimore, Md.
Henry S. King & Sons, Baltimore, Md.
H. W. Webb & Sons, Baltimore, Md.
Henry Wilcox & Bro., Baltimore, Md.
Austin & Doten, Boston, Mass.
Baldwin, Robbins & Co., Boston, Mass.
Bigelow & Dowse Co., Boston, Mass.
Bolles & Wilder Co., Boston, Mass.
Bradlee, Hastings & Co., Boston, Mass.
Joseph Breck & Sons' Corp., Boston, Mass.
Miles F. Brennan & Co., Boston, Mass.
Brown & Wales, Boston, Mass.
Butts & Ordway Co., Boston, Mass.
Chase, Parker & Co., Boston, Mass.
Dame, Stoddard & Kendall, Boston, Mass.
Dana Hardware Co., Boston, Mass.
Dodge, Haley & Co., Boston, Mass.
Fitz, Dana & Co., Boston, Mass.
Fry, Phipps & Co., Boston, Mass.
Arthur C. Harvey Co., Boston, Mass.
Holder & Herrick, Boston, Mass.
Richards & Co., Boston, Mass.
E. P. Sanderson Co., Boston, Mass.
Charles C. Lewis Co., Springfield, Mass.
George F. Blake, Jr. & Co., Worcester, Mass.
Buhl Sons & Co., Detroit, Mich.
Fletcher Hardware Co., Detroit, Mich.
Freeman, Delamater & Co., Detroit, Mich.
Roehm & Davison, Detroit, Mich.
Standart Bros., Detroit, Mich.
Foster, Stevens & Co., Grand Rapids, Mich.
Morley Bros., Saginaw, Mich.
Marshall-Wells Hardware Co., Duluth, Minn.
Janny, Semple, Hill & Co., Minneapolis, Minn.
Minneapolis Iron Store Co., Minneapolis, Minn.
Farwell, Ozmun, Kirk & Co., St. Paul, Minn.
C. W. Hackett Hackett Hardware Co., St. Paul, Minn.
Nicols & Dean, St. Paul, Minn.
R. D. Cone Co., Winona, Minn.
Lee Richardson & Co., Vicksburg, Miss.
Gille Hardware & Iron Co., Kansas City, Mo.
Richard & Conover Hardware Co., Kansas City, Mo.
Townley Metal Co., Kansas City, Mo.
McGregor-Noe Hardware Co., Springfield, Mo.
Rogers & Baldwin Hardware Co., Springfield, Mo.
Robison Heavy Hardware Co., St. Joseph, Mo.
Wyeth Hardware & Manufacturing Co., St. Joseph, Mo.
Beck & Corbitt Iron Co., St. Louis, Mo.
Globe File & Iron Co., St. Louis, Mo.
Paddock-Hawley Iron Co., St. Louis, Mo.
A. F. Shapleigh Hardware Co., St. Louis, Mo.

Digitized by Google

Simmons Hardware Co., St. Louis, Mo.
Sligo Iron Co., St. Louis, Mo.
Witte Hardware Co., St. Louis, Mo.
A. M. Holter Hardware Co., Helena, Mont.
Baum Iron Co., Omaha, Neb.
W. J. Broatch, Omaha, Neb.
Lee-Glass-Andreesen Hardware Co., Omaha, Neb.
Rector & Wilhelmy Co., Omaha, Neb.
John B. Varick Co., Manchester, N. H.
Albany Hardware & Iron Co., Albany, N. Y.
Babcock Hardware Co., Binghamton, N. Y.
Sidney Shepard & Co., Buffalo, N. Y.
Weed & Co., Buffalo, N. Y.
Irving D. Booth, Elmira, N. Y.
Barker, Rose & Clinton Co., Elmira, N. Y.
C. A. Baynon Co., New York, N. Y.
Patterson, Harral & Gray, New York, N. Y.
Russell & Erwin Manufacturing Co., New York, N. Y.
Sargent & Co., New York, N. Y.
Sickels & Nutting Co , New York, N. Y.
Smith, Lyon & Field, New York, N. Y.
Underhill, Clinch & Co., New York, N. Y.
Voigt, Starr & Co., New York, N. Y.
Mathews & Boucher, Rochester, N. Y.
Weaver, Palmer & Richmond, Rochester, N. Y.
Burhans & Black Co., Syracuse, N. Y.
J. M. Warren & Co., Troy, N. Y.
Charles Millar & Son, Utica, N. Y.
Wright, Dana & Co., Utica, N. Y.
Odell Hardware Co., Greensboro, N. C.
Canton Hardware Co., Canton, O.
Bode Hardware Co., Cincinnati, O.
Cincinnati Tin & Japan Co., Cincinnati, O.
Howell, Gano & Co., Cincinnati, O.
E. H. Huenefeld, Cincinnati, O.
Johnson Bros.' Hardware Co., Cincinnati, O.
Kruse & Bahlmann Hardware Co., Cincinnati, O.
F. H. Lawson & Co., Cincinnati, O.
W. Bingham Co., Cleveland, O.
Lockwood-Taylor Hardware Co., Cleveland, O.
H. W. Luetkemeyer & Sons, Cleveland, O.
McIntosh-Huntingdon Co., Cleveland, O.
George Worthington Co., Cleveland, O.
Kilbourne-Jones Co., Columbus, O.
Smith Bros. Hardware Co , Columbus, O.
Bostwick-Braun Co., Toledo, O.
Stollberg & Clapp Co., Toledo, O.
Corbett, Failing & Robertson, Portland, Ore.
Honeyman, De Hart & Co., Portland, Ore.
Lautner Hardware Co., Allegheny, Pa.
W. H. & G. W. Allen, Philadelphia, Pa.
Biddle Hardware Co., Philadelphia, Pa.
T. James Fernley, Philadelphia, Pa.
Gummey, McFarland & Co., Philadelphia, Pa.
Charles M. Ghriskey, Philadelphia, Pa.
Hall & Carpenter, Philadelphia, Pa.
A. R. Justice & Co., Philadelphia, Pa.
Merchant & Co., Philadelphia, Pa.
Newlin, Knight & Co., Philadelphia, Pa.
W. F. Potts, Sons & Co., Philadelphia, Pa.
Rogers & Miller, Philadelphia, Pa.
Seltzer-Klahr Hardware Co., Philadelphia, Pa.
Shields & Bro., Philadelphia, Pa.
Supplee Hardware Co., Philadelphia, Pa.
N. & G. Taylor Co., Philadelphia, Pa.
James M. Vance & Co., Philadelphia, Pa.
Bindley Hardware Co., Pittsburg, Pa.
Demmler Bros., Pittsburg, Pa.
James C. Lindsay Hardware Co., Pittsburg, Pa.
Logan-Gregg Hardware Co., Pittsburg, Pa.
Wolff, Lane & Co., Pittsburg, Pa.
Congdon & Carpenter Co., Providence, R. I.
Marshall, Wescoat & Co., Charleston, S. C.
C. M. McClung & Co., Knoxville, Tenn.
Woodruff Hardware Co., Knoxville, Tenn.
Manogue Pidgeon Iron Co., Memphis, Tenn.
Orgill Bros., Memphis, Tenn.
Buford Bros., Nashville, Tenn.
J. H. Fall & Co., Nashville, Tenn.
Gray & Dudley Hardware Co., Nashville, Tenn.
Keith, Simmons & Co., Nashville, Tenn.
H. G. Lipscomb & Co., Nashville, Tenn.
A. M. Tenison & Son, Nashville, Tenn.
Walter Tips, Austin, Tex.
Huey & Philp Hardware Co., Dallas, Tex.
Moroney Hardware Co., Dallas, Tex.
J. S. Brown Hardware Co., Galveston, Tex.
Bering-Cortes Hardware Co., Houston, Tex.
J. S. Dunlay Hardware Co., Houston, Tex.
F. W. Heitmann & Co., Houston, Tex.
Joseph F. Meyer Co., Houston, Tex.
Peden & Co., Houston, Tex.
Deutz Bros., Laredo, Tex.
H. S. Bettes Hardware Co., Paris, Tex.
Elmendorf & Co., San Antonio, Tex.
Heusinger-Basse Hardware Co., San Antonio, Tex.
Krakauer, Zork & Moye, San Antonio, Tex.
Newton & Weller, San Antonio, Tex.
Tips Hardware Co., San Antonio, Tex.
Wagner & Chabot, San Antonio, Texas.
Roberts, Sanford & Taylor Co., Sherman, Tex.
Elkel-Breustedt Co., Waco, Tex.
McLendon, Duncan & Co., Waco, Tex.
R. E. Bell Hardware Co., Weatherford, Tex.
Cunnington Co., Salt Lake City, Utah.
Salt Lake Hardware Co., Salt Lake City, Utah.
G. M. Scott-Strevell Hardware Co., Salt Lake City, Utah
Utah Stove & Hardware Co., Salt Lake City, Utah.
Zion's Co-operative Mer. Inst., Salt Lake City, Utah.
Barker-Jennings Hardware Co., Lynchburg, Va.
Clark Hardware Co., Lynchburg, Va.
W. S. Donnan & Co., Richmond, Va.
Watkins-Cottrell Co., Richmond, Va.
Schwabacher Hardware Co., Seattle, Wash.
Seattle Hardware Co., Seattle, Wash.
Holly, Mason, Marks & Co., Spokane, Wash.
Hunt & Mottet Co., Tacoma, Wash.
Greer & Laing, Wheeling, W. Va.
Ott Bros. & Co., Wheeling, W. Va.
Gotfredson Bros.' Hardware Co., Green Bay, Wis.
Fred Kroner Hardware Co., La Crosse, Wis.
William Frankfurth Hardware Co., Milwaukee, Wis.
John Pritzlaff Hardware Co., Milwaukee, Wis.
Shadbolt & Boyd Iron Co., Milwaukee, Wis.
Suelflohn & Seefeld, Milwaukee, Wis.
Beeman & Cashin Mercantile Co., Evanston, Wyo.
W. H. Holliday Co., Laramie, Wyo.

HARDWARE JOBBERS: INCLUDING THOSE HANDLING ALLIED LINES, AND ALSO HOUSES WHICH DO A RETAIL BUSINESS IN CONNECTION WITH JOBBING.

Anniston Hardware Co., Anniston, Ala.
Milner & Kettig Co., Birmingham, Ala.
Paden, Ewing Hardware Co., Gadsden, Ala.
Nolen & Jones, Huntsville, Ala.
Van Valkenburg & Matthews, Huntsville, Ala.
Tullis Hardware Co., Montgomery, Ala,
A. N. Lightfoot, Opelika, Ala,
Ben. J. Schuster, Selma, Ala.
Allen & Jemison Co., Tuscaloosa, Ala.
J. Snow Hardware Co., Tuscaloosa, Ala.
L. Zeckendorf & Co., Tucson, Ariz.
Atkinson Hardware Co., Fort Smith, Ark.
Ayers & Co., Fort Smith, Ark.
Geo. Sengel, Fort Smith, Ark.
Speer Hardware Co., Fort Smith, Ark.
Babcock Hardware Co., Hot Springs, Ark.
Whittington, Stearns & Co., Hot Springs, Ark.
Fox Bros., Pine Bluff, Ark.
R. S. Thompson & Son, Pine Bluff, Ark.
Stanton, Thomson & Co., Sacramento, Cal.
Waterhouse & Lester, Sacramento, Cal.
Todd & Hawley, San Diego, Cal.
Alexander-Yost Co., San Francisco, Cal.
Flint Carriage Hardware Co., San Francisco, Cal.
Judson Manufacturing Co., San Francisco, Cal.
Palace Hardware Co., San Francisco, Cal.
Phelps & Arnold, San Francisco, Cal.
Chas. W. Stein & Sons, San Francisco, Cal.
Taylor & Taylor, San Francisco, Cal.
Taylor & Spotswood Co., San Francisco, Cal.
Harry Una Co., San Francisco, Cal.
Jacob Unna, San Francisco, Cal.
Webster & Co., San Francisco, Cal.
Dillon Hardware Co., Denver, Colo.
Ellis, Son & Stanchfield, Denver, Colo.
Kent & Stuchfield, Denver, Colo.
C. W. Hawley, Bridgeport, Conn.
T. Hawley & Co., Bridgeport, Conn.
Plumb Hardware Co., Bridgeport, Conn.
Blodgett & Clapp Co., Hartford, Conn.
John B. Clapp & Son, Hartford, Conn.
J. H. & W. E. Cone, Hartford, Conn.
L. L. Ensworth Son, Hartford, Conn.
Francis & Co., Hartford, Conn.
Way Hardware Co., Hartford, Conn.

Digitized by Google

Church & Morse, Meriden, Conn.
Bradley, Dann & Carrington Co., New Haven, Conn.
N. T. Bushnell Co., New Haven, Conn.
W. P. Ensign, New Haven, Conn.
G. M. Williams Co., New London, Conn.
Eaton, Chase & Co., Norwich, Conn.
Preston Bros., Norwich, Conn.
A. E. Delouest, Ocala, Fla.
Hubbard & MacDuff, Ocala, Fla.
E. Baird & Co., Gainesville, Fla.
Martin, Griffin & Co., Palatka, Fla.
C. F. Hamblen, St. Augustine, Fla.
Geo. H. Fernald, Sanford, Fla
W. A. Morrison, Tampa, Fla.
Sheffield-Huntington Co., Americus, Ga.
Athens Hardware Co., Athens, Ga.
F. I. Stone & Co., Atlanta, Ga.
Deveney, Hood & Co., Augusta, Ga.
Frazer Hardware Co., Columbus, Ga.
S. C. Dinkins & Co., Gainesville, Ga.
Dunlap Hardware Co., Macon, Ga.
Southern Hardware Co., Macon, Ga.
Rome Hardware Co., Rome, Ga.
T. C. Egleston & Co., Caldwell, Idaho.
The Coeur d'Alene Hardware Co., Wallace, Idaho.
Cairo Iron & Machinery Supply Store, Cairo, Ills.
Homer & Hodge Co., Chicago, Ills.
Jones & Laughlins, Chicago, Ills.
Babcock Hardware Co., Galesburg, Ills.
Wadsworth Hardware Co., Jacksonville, Ills.
Barrett Hardware Co., Joliet, Ills.
Veide, Roelfs & Co., Pekin, Ills.
Orr, Griffith & Co., Evansville, Ind.
Geo. S. Sonntag & Co., Evansville, Ind.
Thiele Stove & Tinware Co., Evansville, Ind.
Mossman, Yarnelle & Co, Fort Wayne, Ind.
Pfeiffer & Schlatter, Fort Wayne, Ind.
John C. Peters & Co., Fort Wayne, Ind.
Seavey Hardware Co., Fort Wayne, Ind.
Francke Hardware Co., Indianapolis, Ind.
Vonnegut Hardware Co., Indianapolis, Ind.
Howe & Shipley, Lafayette, Ind.
C. C. Smith's Sons Co., Terre Haute, Ind.
Townley Stove Co, Terre Haute, Ind.
Turner Hardware Co., Muscogee, Ind. Terr.
E. K. Larimer, Cedar Rapids, Iowa.
Baldwin Bros, Clinton, Iowa.
Prussia Hardware Co., Fort Dodge, Iowa.
H S Vincent, Fort Dodge, Iowa.
Abbott & Son, Marshalltown, Iowa.
W. F. McCarroll & Son, Ottumwa, Iowa.
McKnight Wholesale Hardware Co, Wichita, Kan.
P. A. Blackwell Co, Henderson, Ky.
Forbes & Bro., Hopkinsville, Ky.
Smith, Watkins & Co., Lexington, Ky.
Otis, Hidden Co., Louisville, Ky.
Rankins, Snyder Hardware Co., Louisville, Ky.
Robinson Bros. & Co, Louisville, Ky.
Atkinson & Co., Middleborough, Ky.
W. A. Guenther & Sons, Owensboro, Ky.
Murray Brooks Hardware Co, Lake Charles, La.
G. Pitard & Bro., New Orleans, La.
Buckelew, Curry & Co, Shreveport, La.
W. A. Pleasants Hardware Co., Shreveport, La.
Haynes & Chalmers Co., Bangor, Me.
Rice & Miller, Bangor, Me.
Johnson Bros., Bath, Me.
Hall & Knight Hardware Co., Lewiston, Me.
H. H. Crie & Co., Rockland, Me.
F. I. Lamson, Rockland, Me.
John Duer & Co., Baltimore, Md.
Wier & Wilson, Baltimore, Md.
Wilson & Pugh, Cumberland, Md.
Burditt & Williams, Boston, Mass.
Eldridge & Winnek, Boston, Mass.
Damon & Gould Co, Fitchburg, Mass.
J. Russell & Co., Holyoke, Mass.
E. A. Buck & Co, Palmer, Mass.
B. L. Bragg Co., Springfield, Mass.
Homer, Foot & Co., Springfield, Mass.
Ross Bros, Worcester, Mass.
Limbach Sons Co, Detroit, Mich.
H Scherer & Co, Detroit, Mich
Clark-Rutka-Jewell Co., Grand Rapids, Mich.
I. E. Swift Co., Ishpeming, Mich.
Barnard, Smith & Co, Jackson, Mich.
Edwards & Chamberlain Hwd. Co., Kalamazoo, Mich.
M. R. Manhard, Marquette, Mich.
F. Alberts Hardware Co., Muskegon, Mich.
S. L. Boyce & Son, Port Huron, Mich.
Saginaw Hardware Co., Saginaw, Mich.
Kelley Hardware Co., Duluth, Minn.
Adam, Decker & Co., St. Paul, Minn.
Melton Hardware Co, Meridian, Miss.
Schwartz & Stewart, Natchez, Miss.
Crane-Hinman Hardware Co., Yazoo City, Miss.
Bonniwell, Calvin & Massey, Kansas City, Mo.
D. H. Smith Hardware Co., Sedalia, Mo.
Curtin & Clark Hardware Co., St Joseph, Mo.
M. M. Buck Manufacturing Co., St. Louis, Mo.
E. H. Lindy Supply Co., St. Louis, Mo.
A. L. Babcock Hardware Co., Billings, Mont.
Montana Hardware Co., Butte City, Mont.
Murphy-Maclay Hardware Co, Great Falls, Mont.
A. P. Curtin, Helena, Mont.
Thompson & Hoague, Concord, N. H.
Manchester Hardware Co., Manchester, N. H.
E. A. Tibbets & Son., Somersworth, N. H.
Macknet & Doremus, Newark, N. J.
Donohue Hardware Co., Albuquerque, N. M.
J. E. Post & Co., Albuquerque, N. M.
Whitney Company, Albuquerque, N. M.
Crocker & Ogden, Binghamton, N. Y.
Beals & Co, Buffalo, N. Y.
Walbridge & Co., Buffalo, N. Y.
G. A. Gridley & Son, Elmira, N. Y.
C. J. Rumsey & Co., Ithaca, N. Y.
Treman, King & Co., Ithaca, N. Y.
Burger & Baumgard, New York, N. Y.
Carpenter & Bayles, New York, N. Y.
J. Curley & Brothers, New York, N. Y.
Geo. B. Curtiss, New York, N. Y.
S. R. Droescher, New York, N. Y.
Peter Duryee & Co., New York, N. Y.
H. & D. Folsom Arms Co., New York, N. Y.
Frasse Co., New York, N.Y.
Peter A. Frasse & Co., New York, N, Y.
Hammacher, Schlemmer & Co, New York, N. Y.
Robert J. Masbach, New York N. Y.
Montgomery & Co., New York, N. Y.
Robert Murray, New York, N. Y.
Patterson Brothers, New York, N. Y.
Patterson, Gottfried & Hunter, Ltd., New York, N.
Schoverling, Daly & Gales, New York, N. Y.
W. & J. Tiebout, New York, N. Y.
Charles Weiland, New York, N. Y.
White, Van Glahn & Co., New York, N. Y.
Francis T. Witte Hardware Co. New York, N. Y.
Oswego Hardware Co., Oswego, N. Y.
J. T. Johnson, Rondout, N. Y.
Wardwell Hardware Co., Rome, N Y.
Syracuse Hardware & Iron Co, Syracuse, N. Y.
A. E. Bonestell, Troy, N. Y.
Hannibal Green's Son & Co., Troy, N. Y.
McCormick & Dunn, Troy, New York.
David S. Foster, Utica, N. Y.
Wm. B. Parry, Utica, N. Y.
Roberts Hardware Co., Utica, N. Y.
W. W. Conde, Watertown, N. Y.
Hunting, Weekes & Corcoran, Watertown, N. Y
Allen Hardware Co., Charlotte, N. C.
Charlotte Hardware Co., Charlotte, N. C.
J. H. Weddington & Co., Charlotte, N. C.
Sharber & White, Elizabeth City, N. C.
Julius Lewis Hardware Co., Raleigh, N. C.
N. S. Fulford Hardware Co., Washington, N. C.
Owen F. Love & Co., Wilmington, N. C.
W. E. Springer & Co, Wilmington, N. C.
S. E. Allen, Winston, N. C.
Brown, Rogers & Co., Winston, N. C.
G. A. Kemfel, & Co., Akron, O.
Standard Hardware Co., Akron, O.
Gillum & Spetnagel, Chillicothe O.
Boebinger Hardware Co., Cincinnati, O.
Carpenter Bros, Cincinnati, O.
Kuhlmann Hardware Co., Cincinnati, O.
Pickering Hardware Co, Cincinnati, O.
G. B. Schulte & Sons Co,, Cincinnati, O.
Griswold-Sohl Co., Columbus, O.
H. Mithoff Co., Columbus, O.
Engle, Kramer & Co., Dayton, O
S. T. & G. A. Gebhardt, Dayton, O.
Tischer & Reisinger, Dayton, O.
Leas Hardware Co, Delaware, O.
Hutinspillar & Sheridan, Ironton, O.
McCracken & Winter Hardware Co., Lancaster, O.

Digitized by Google

McCune, Owens & Co., Newark, O.
Wagner Hardware Co., Sidney, O.
Yarnell Tin & Hardware Co., Somerset, O.
Springfield Hardware Co., Springfield, O.
J. M. Naylor & Co., Tiffin, O.
Heavy Hardware Co., Toledo, O.
Otway Cooper, Urbana, O.
S. W. Park & Co., Warren, O.
C. F. Ballard, Washington, O.
Morris Hardware Co., Youngstown, O.
Stambaugh-Thompson Co., Youngstown, O.
Avery & Co., Portland, Ore.
Dayton Hardware Co., Portland, Ore.
J. E. Hazeltine & Co., Portland, Ore.
Hexter, May & Co., Portland, Ore.
F. Hersh & Sons, Allentown, Pa.
C. Y. Schelly, Allentown, Pa.
M. S. Young & Co., Allentown, Pa.
Peter E. Buck & Sons, Ashland, Pa.
L. Emery, Jr., & Co., Bradford, Pa.
Clarion Hardware Co., Corry, Pa.
Barlow Hardware Co., Corry, Pa.
Weiliver Hardware Co., Danville, Pa.
Thomas T. Miller, Easton, Pa.
Packard Hardware Co., Greenville, Pa.
Samuel Shirk & Sons, Hanover, Pa.
Henry Gilbert & Son, Harrisburg, Pa.
Geo. K. King, Harrisburg, Pa.
O. F. Strayer, Harrisburg, Pa.
J. F. Barber & Co., Hazleton, Pa.
J. C. Bright & Co., Hazleton, Pa.
Swank Hardware Co., Johnstown, Pa.
A. J. Roat, Kingston, Pa.
Isaac Diller's Sons, Lancaster, Pa.
Marshall & Ringier, Lancaster, Pa.
Reilly Bros. & Raub, Lancaster, Pa.
Geo. M. Stelinman & Co., Lancaster, Pa.
Stoner, Schreiner & Co., Lancaster, Pa
C. Dreisbach's Sons, Lewisburg, Pa.
H. J. Heiser & Co. Mahanoy City, Pa.
Joseph Woodwell & Co., Pittsburg, Pa.
Bright & Co., Pottsville, Pa.
D. L. Esterly Sons, Pottsville, Pa.
L. C. Thompson, Pottsville, Pa.
Bard, Reber & Co', Reading, Pa.
Bright & Co., Reading, Pa.
Hoff & Brother, Reading, Pa.
John H Obold & Co., Reading, Pa.
Stitcher Hardware Co., Reading, Pa.
Bittenbender & Co, Scranton, Pa.
Hunt & Connell Co., Scranton, Pa.
Foote & Shear Co., Scranton, Pa.
Lackawanna Hardware Co., Scranton, Pa.
Scranton Supply & Machinery Co., Scranton, Pa.
C. Morgan's Sons, Wilkesbarre, Pa.
Pennsylvania Supply Co., Wilkesbarre, Pa.
Phelps, Straw & Co., Wilkesbarre, Pa.
Williams Hardware Co, Wilkesbarre, Pa.
Frey & Thomas, York, Pa.
P. A. & S. Small, York, Pa.
J. F. Thomas & Sons, York, Pa.
Barker, Chadsey & Co, Providence, R. I.
Ballou, Johnson & Nichols, Providence, R. I.
Belcher & Loomis Hardware Co., Providence, R. I.
E. C. Church Co., Providence, R. I.
Brock Bros., Anderson, S. C.
Sullivan Hardware Co., Anderson, S. C.
Miller Hardware Co, Charleston, S. C.
Shepherd Supply Co., Charleston, S. C.
Lorick & Lowrance, Columbia, S. C.
Wilkins, Poe & Co., Greenville, S C.
Montgomery & Crawford, Spartansburg, S. C.
G. S Congdon Hardware Co., Rapid City, So. Dak.
Tom Sweeney Co., Rapid City, So. Dak.
J. M. Barker & Co., Bristol, Tenn.
Chattanooga Hardware Co., Chattanooga, Tenn.
Tom Fritts Hardware Co, Chattanooga, Tenn.
Green & Caldwell, Chattanooga, Tenn.
James & Co., Chattanooga, Tenn.
Magill Hardware Co, Chattanooga, Tenn.
F. H. Woodworth & Co., Chattanooga, Tenn.
Geo. Brown, Knoxville, Tenn.
S. B. Luttrell & Co, Knoxville, Tenn.
W. S. Bruce & Co., Memphis, Tenn.
R G. Craig & Co., Memphis, Tenn.
Livermore Foundry & Machine Co., Memphis, Tenn.
Miller Hardware Co., Memphis, Tenn.
Thomas, Barnes & Miller, Memphis, Tenn.
Langstaff Hardware Co., Memphis, Tenn.
John A. Webb & Bro., Austin, Tex.
Hulburt Hardware Co., Brownwood, Tex.
Krakauer, Zork & Moye, San Antonio, Tex.
Wm. Henry & Co, Fort Worth, Tex.
Ed. Strauss, Waco, Tex.
Holton Hardware Co., Burlington, Vt.
Strong Hardware Co., Burlington, Vt.
James F. Carlin Sons & Co., Alexandria, Va.
Charlottesville Hardware Co., Charlottesville, Va.
Hodnett, Vass & Watson, Danville, Va.
John E. Gannaway & Co., Lynchburgh, Va.
Paul R. Howard, Norfolk, Va.
Watters & Martin, Norfolk, Va.
Chas. Leonard, Petersburg, Va.
Baldwin & Brown, Richmond, Va.
A. B. Clarke & Son, Richmond, Va.
Worthington Hardware Co, Staunton, Va.
Lawrence Bros., Tacoma, Wash.
Tacoma Hardware Co., Tacoma, Wash.
Washington Hardware Co., Tacoma, Wash.
Williams & Davisson Co., Clarksburg, W. Va.
Emmons, Hawkins & Co., Huntington, W. Va.
Foster Hardware Co, Huntington, W. Va.
W. H. Smith Hardware Co., Parkersburg, W. Va.
Miller & Stein, Wheeling, W. Va.
Jacob Snyder's Sons, Wheeling, W. Va.
V. Tausche Hardware Co, La Crosse, Wis.
Rand & Roemer Hardware Co., Manitowoc, Wis.
Hilgersdorf, Kolloge & Co, Milwaukee, Wis.

NEW YORK CITY IMPORTERS AND MANUFACTURERS' AGENTS.

Alder & Boyd, New York, N. Y.
Allerton, Clarke Co., New York, N. Y.
George P. Benjamin, New York, N. Y.
Hermann Boker & Co., New York, N. Y.
Alfred Field & Co., New York, N. Y.
John H. Graham & Co., New York, N. Y.
Harmon & Dixon, New York, N. Y.
Hartley & Graham, New York, N. Y.
Wm. H. Jacobus, New York, N. Y.
C. E. Jennings & Co., New York, N. Y.
Manning, Maxwell & Moore, New York, N. Y.
J. C. McCarty & Co., New York, N. Y.
J. F. McCoy & Co., New York, N. Y.
Markt & Co., New York, N. Y.
Henry B. Newhall Co., New York, N. Y.
W. W. Pryor & Co., New York, N. Y.
W. H. Quinn & Co., New York, N. Y.
Smith & Hemenway Co., New York, N. Y.
Sperry & Alexander, New York, N. Y.
Surpless, Dunn & Co., New York, N. Y.
G. M. Thurnauer & Co., New York, N. Y.
Topping Bros., New York, N. Y.
Tower & Lyon, New York, N. Y.
Vom Cleff & Co., New York, N. Y.
Wiebusch & Hilger, Limited, New York, N. Y.

MEMBERS OF JOBBERS' ASSOCIATIONS.

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

Anniston Hardware Co., Anniston, Ala.
May & Thomas Hardware Co.; Milner & Kettig Co.; Moore & Handley Hardware Co., Birmingham, Ala.
Cunningham Hardware Co., Mobile, Ala.
D. M. Snow & Co.; Teague, Barnett & Co.; Teague & Sons; Tullis Hardware Co., Montgomery, Ala.
Allen & Jemison Co., Tuscaloosa, Ala.
Speer Hardware Co.; Atkinson Hardware Co., Fort Smith, Ark.
W. W. Dickinson Hardware Co.; Fones Bros.' Hardware Co., Little Rock, Ark.
Fox Bros., Pine Bluff, Ark.
The S. B. Hubbard Co., Jacksonville, Fla.
Knight & Wall Co., Tampa, Fla.
Athens Hardware Co., Athens, Ga.
Anderson Hardware Co.; Beck & Gregg Hardware Co.; Clarke Hardware Co.; King Hardware Co.; F. I. Stone & Co., Atlanta, Ga.
Turner Hardware Co., Muscogee, I. T.
S. C. Dinkins & Co., Gainesville, Ga.
Dunlap Hardware Co., Macon, Ga.
Rome Hardware Co., Rome, Ga.
Edward Lovell's Sons; Palmer Hardware Co.; J. D. Weed & Co, Savannah, Ga.
W. A. Pleasants Hardware Co., Shreveport, La.
Melton Hardware Co., Meridian, Miss.

Digitized by Google

Baker & James; Baker & McDowell, Natchez, Miss.
Charlotte Hardware Co., Charlotte, N. C.
Odell Hardware Co., Greensboro, N. C.
Marshall, Wescoat & Co., Charleston, S. C.
Mitchell, Powers & Co., Bristol, Tenn.
E. C. Atkins & Co.; Tom Fritts Hardware Co.; Magill Hardware Co., Chattanooga, Tenn.
S. B. Luttrell & Co.; Woodruff Hardware Co., Knoxville, Tenn.
E. C. Atkins & Co.; Manogue-Pidgeon Iron Co.; Orgill Bros. & Co.; Thomas, Barnes & Miller, Memphis Tenn.
Moroney Hardware Co., Dallas, Tex.
F. W. Heitmann & Co., Houston, Tex.
H. S. Bettes Hardware Co., Paris, Tex.
Roberts, Sanford & Taylor Co., Sherman, Tex.
McLendon, Duncan & Co., Waco, Texas.
R. E. Bell Hardware Co., Weatherford, Tex.
Barker-Jennings Hardware Co., Lynchburg, Va.
Paul R. Howard; Watters & Martin, Norfolk, Va.
Charles Leonard, Petersburg, Va.
W. S. Donnan & Co.; Watkins-Cottrell Hardware Co., Richmond, Va.

EASTERN NEW YORK AND VERMONT HARDWARE AND IRON ASSOCIATION.

McCormick & Dunn, Troy, N. Y.
Albany Hardware & Iron Co., Albany, N. Y.
Guilford Dudley, Poughkeepsie, N. Y.
J. E. Sawyer & Co., Glens Falls, N. Y.
Charles Croissant, Albany, N. Y.
Richard Ryan, Rutland, Vt.
J. T. Johnson, Rondout, N. Y.
Norton Hardware Co., Fair Haven, Vt.
Strong Hardware Co., Burlington, Vt.
J. C. Rogerson & Son, Hudson, N. Y.
J. E. Larrabee, Amsterdam, N. Y.
John G. Wilkinson, Newburgh, N. Y.
Lewin & Goodnoe, Schenectady, N. Y.

NEW ENGLAND IRON AND HARDWARE ASSOCIATION.

American Axe & Tool Co., New York, N. Y.
Ames, O. & Sons, Corp., North Easton, Mass.
Austin & Doten, Boston, Mass.
Baldwin, Robbins & Co., Boston, Mass.
Bigelow & Dowse Co., Boston, Mass.
Blake, George F. Jr., & Co., Worcester, Mass.
Boutwell Bros., Lowell, Mass.
Bradlee, Hastings & Co., Boston, Mass.
Breck, Joseph & Sons, Corp., Boston, Mass.
Brennan, Miles F. & Co., Boston, Mass.
Brown & Wales, Boston, Mass.
Burditt & Williams, Boston, Mass.
Butts & Ordway Co., Boston, Mass.
Cambria Iron Co., New York, N. Y.
Carnegie Steel Co., Boston, Mass.
Chase, Parker & Co., Boston, Mass.
Clinton Wire Cloth Co., Clinton, Mass.
Concord Axle Co., Penacook, N. H.
Congdon & Carpenter Co., Providence, R. I.
Dana Hardware Co., Boston, Mass.
Dodge, Haley & Co., Boston, Mass.
Durnin & McLoughlin, Boston, Mass.
Edwards & Walker Co., Portland, Me.
Emery-Waterhouse Co, Portland, Me.
Fitz, Dana & Co., Boston, Mass.
Fowler Nail Co., Seymour, Conn.
Frye, Phipps & Co, Boston, Mass.
Harvey, A. C. Co, Boston, Mass.
Holder & Herrick, Boston, Mass.
Houghton, Clark & Co., Portland, Me.
Mansfield, E. H. Co., Boston, Mass.
McBarron & Co., Boston, Mass.
N. E. Butt Co., Providence, R. I.
Nicholson File Co., Providence, R. I.
Port Chester Bolt & Nut Co., Port Chester, N. Y.
Putnam Nail Co., Neponset, Mass.
R. I. Perkins Horse Shoe Co., Providence, R. I.
Sanderson, E. P. Co., Boston, Mass.
Sargent & Co., New Haven, Conn.
Shepard & Samuel, Boston, Mass.
Studley & Simpson, Boston, Mass.
Tremont Nail Co., Boston, Mass.
Wales, John Co., Boston, Mass.
Wood, A. M. Co., Boston, Mass.
Yale & Towne Manufacturing Co., Boston, Mass.
Pratt & Inman, Worcester, Mass.
P. F. Burke, South Boston, Mass.
Millers Falls Co., Millers Falls, Mass.
National Horse Nail Co., Vergennes, Vt.
American Horse Shoe Co, Phillipsburgh N. J.
Bryden Horse Shoe Co., Catasauqua, Pa.
Russell & Erwin Manufact'g Co, New Britain, Conn.
Richards & Co., Boston, Mass.
The Charles C. Lewis Co., Springfield, Mass.
Bragg, N. H. & Sons' Co. Portland, Me.
Bowler & Haven, Boston, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Milne, A. & Co., Boston, Mass.

IOWA HARDWARE JOBBERS' ASSOCIATION.

Sickels, Preston & Nutting Co., Davenport, Ia.
Schreiber, Conchar & Westphal Co., Dubuque, Ia.
Patrick & Luthe Co., Des Moines, Ia.
Cutler Hardware Co., Waterloo, Ia.
A. Tredway & Sons' Hardware Co., Dubuque, Ia.
Drake Hardware Co, Burlington, Ia.
C. Schmidt, Burlington, Ia.
Huber & Kalbach Co., Oskaloosa, Ia.
Harper & McIntire Co., Ottumwa, Ia.
J. D. Seeberger, Des Moines, Ia.
J. W. Stewart, Rock Island, Ills.
A. Weber Co., Keokuk, Ia.
R. Donahue Iron & Hardware Co., Burlington, Ia.
Baldwin Bros., Clinton, Ia.
George Haw & Co., Ottumwa, Ia.
C. E. Armstrong & Co, Clinton, Ia.

MEMBERS OF NATIONAL HARDWARE ASSOCIATION.

Alabama.

Moore & Handley Hardware Co., Birmingham; May & Thomas Hardware Co., Birmingham; Barney-Cavanagh Hardware Co., Mobile; Cunningham Hardware Co., Mobile; Teague, Barnett & Co., Montgomery.

Arkansas.

Fones Bros. Hardware Co., Little Rock.

California.

Dunham, Carrigan & Hayden, San Francisco; Miller, Sloss & Scott, San Francisco; Baker & Hamilton, San Francisco; Holbrook, Merrill & Stetson, San Francisco; George W. Gibbs Co., San Francisco; W. W. Montague & Co, San Francisco; George H. Tay Co, San Francisco; Harper & Reynolds, Los Angeles; Union Hardware & Metal Co., Los Angeles; Schaw, Ingram, Batcher & Co, Sacramento.

Colorado.

The George Tritch Hardware Co., Denver.

Connecticut.

Charles S. Mersick & Co., New Haven.

Florida.

The S. B. Hubbard Co., Jacksonville.

Georgia.

King Hardware Co., Atlanta; Beck & Gregg Hardware Co, Atlanta, Clarke Hardware Co., Atlanta; Palmer Hardware Co, Savannah; J. D. Weed & Co., Savannah; Edward Lovell's Sons, Savannah; Dunlap Hardware Co., Macon.

Illinois.

C. Sidney Shepard & Co., Chicago; Edwin Hunt's Sons, Chicago; Clark, Quien & Morse, Peoria; Isaac Walker Hardware Co., Peoria; Cummings & Emerson, Peoria.

Indiana.

Van Camp Hardware & Iron Co., Indianapolis; Hildebrand Hardware Co., Indianapolis; Boetticher, Kellogg & Co., Evansville.

Iowa.

The Empkie-Shugart Co., Council Bluffs; Schrieber, Conchar & Westphal Co, Dububue; A. Tredway & Sons Hardware Co., Dubuque; Knapp & Spencer Co., Sioux City; Drake Hardware Co., Burlington, Charles F. Schmidt, Burlington; Sickels, Preston & Nutting, Davenport; J. D Seeberger, Des Moines; Patrick & Luthe Co., Des Moines, A Weber & Co, Keokuk; Huber & Kalbach Co, Oskaloosa; Baldwin Bros., Clinton.

Kansas.

J. W. Crancer & Co., Leavenworth; W. A L. Thompson Hardware Co., Topeka.

Kentucky.

W. B. Belknap & Co., Louisville.

Louisiana

A. Baldwin & Co, Limited, New Orleans; Stauffer, Eshleman & Co., New Orleans.

Maine

The Emery-Waterhouse Co, Portland; Houghton, Clark & Co., Portland; Edwards & Walker Co., Portland.

Maryland.

Carlin & Fulton, Baltimore; William Fuller & Co., Baltimore; Lyon, Conklin & Co., Baltimore; E. L. Parker & Co., Baltimore.

Digitized by Google

Massachusetts.

Bigelow & Dowse Co., Boston; Frye, Phipps & Co, Boston; Baldwin, Robbins & Co, Boston; Brown & Wales, Boston; Joseph Breck & Sons, Corp, Boston; Dana Hardware Co, Boston; Chase, Parker & Co., Boston; Fitz, Dana & Co, Boston; Dodge, Haley & Co., Boston; Holder & Herrick, Boston; Butts & Ordway, Boston; Miles F. Brennan & Co., Boston; Richards & Co, Boston; Austin & Doten, Boston; The Arthur C Harvey Co., Boston; E. P. Sanderson Co., Boston; George F. Blake, Jr., & Co., Worcester; Charles C. Lewis Co, Springfield.

Michigan

Standart Bros, Detroit; Freeman, Delamater & Co., Detroit; Buhl Sons & Co, Detroit; Fletcher Hardware Co., Detroit; Morley Bros. Saginaw; Foster, Stevens & Co, Grand Rapids.

Mississippi.

Lee Richardson Co., Vicksburg.

Minnesota.

Marshall-Wells Hardware Co, Duluth; C. W. Hackett Hardware Co, St. Paul; Farwell, Ozmun, Kirk & Co, St. Paul; R D. Cone Co., Winona

Missouri.

Wyeth Hardware & Manufacturing Co, St. Joseph; Paddock-Hawley Iron Co., St. Louis; The A. F. Shapleigh Hardware Co., St. Louis; The Witte Hardware Co., St. Louis; Gille Hardware & Iron Co, Kansas City; Richards & Conover Hardware Co., Kansas City; Townley Metal Co., Kansas City; Rogers & Baldwin Hardware Co., Springfield; McGregor-Noe Hardware Co., Springfield.

Montana.

A. M. Holter Hardware Co., Helena.

Nebraska

Rector & Wilhelmy Co., Omaha; Lee-Clarke-Andreesen Hardware Co, Omaha; Baum Iron Co, Omaha.

New Hampshire.

John B Varick Co, Manchester.

North Carolina.

Odell Hardware Co., Greensboro.

New York.

Albany Hardware & Iron Co, Albany; Walbridge & Co., Buffalo; Weed & Co., Buffalo; Sidney Shepard & Co., Buffalo; Barker, Rose & Clinton Co., Elmira; Irving D. Booth, Elmira; Russell & Erwin Manufacturing Co., New York City; Sargent & Co, New York City; Sickels & Nutting Co, New York City; Underhill, Clinch & Co, New York City; Mathews & Boucher, Rochester; Weaver, Palmer & Richmond, Rochester; Burhans & Black Co, Syracuse; Wright, Dana & Co, Utica; Charles Millar & Sons, Utica; J. M. Warren & Co, Troy; Babcock Hardware Co., Binghamton.

Ohio.

The McIntosh-Huntington Co, Cleveland; The Geo. Worthington Co, Cleveland; The Lockwood-Taylor Hardware Co., Cleveland; H. W. Leutkemeyer & Sons, Cleveland; Howell, Gano & Co, Cincinnati; The Johnson Bros. Hardware Co., Cincinnati; The Kruse & Bahlmann Hardware Co., Cincinnati; E. H. Huenfeld, Cincinnati; Bode Hardware Co., Cincinnati; The Smith Bros. Hardware Co., Columbus; Kilbourne & Jones Co., Columbus; The Stollberg & Clapp Co., Toledo; Bostwick, Braun & Co., Toledo; Canton Hardware Co, Canton.

Oregon.

Corbett, Failing & Robertson, Portland; Honeyman, DeHart & Co, Portland.

Pennsylvania.

Newlin, Knight & Co., Philadelphia; Riter Bros & Co., Philadelphia; Supplee Hardware Co., Philadelphia; Shields & Bro., Philadelphia; Biddle Hardware Co., Philadelphia; W. H. & G. W. Allen, Philadelphia; James M. Vance & Co, Philadelphia; Seltzer-Klahr Hardware Co, Philadelphia; T. James Fernley, Philrdelphia; Merchant & Co., Philadelphia; W. F. Potts, Sons & Co., Philadelphia; Gummey, McFarland & Co, Philadelphia; Hall & Carpenter, Philadelphia; Bindley Hardware Co, Pittsburg; Logan-Gregg Hardware Co, Pittsburg; James C. Lindsay Hardware Co., Pittsburg; Wolff, Lane & Co., Pittsburg; Lautner Hardware Co., Allegheny.

Rhode Island.

Congdon & Carpenter Co., Providence.

South Carolina.

Marshall, Westcoat & Co., Charleston.

Tennessee.

G M McClung Co., Knoxville; Woodruff Hardware Co., Knoxville; Langstaff Hardware Co., Memphis; Orgill Bros. & Co., Memphis; Buford Bros., Nashville; J. H. Fall & Co., Nashville; Gray & Dudley Hardware Co, Nashville; Keith, Simmons & Co., Nashville; H. G. Lipscomb & Co, Nashville; Tenison, Son & Co, Nashville.

Texas.

F. W. Heitmann & Co., Houston; Eikel-Breustedt Co., Waco.

Virginia.

Barker-Jennings Hardware Co., Lynchburg; W. S. Donnan & Co., Richmond; Watkins-Cottrell Co., Richmond.

Washington.

Holley, Mason, Marks & Co., Spokane; Seattle Hardware Co., Seattle.

West Virginia.

Ott Bros. & Co., Wheeling.

Wisconsin.

Godfredson Bros. & Co., Green Bay; John Pritzlaff Hardware Co., Milwaukee; Wm. Frankfurth Hardware Co., Milwaukee; Fred. Kroner Hardware Co, La Crosse.

TEXAS HARDWARE JOBBERS' ASSOCIATION.

Walter Tips, Austin; Hurlbut Hardware Co., Brownwood; Huey & Philp Hardware Co., Dallas; Moroney Hardware Co., Dallas; Nash Hardware Co., Ft. Worth; Wm. Henry & Co., Ft. Worth; Bering-Cortes Hardware Co, Houston; F. W. Heitmann & Co., Houston; J. S. Dunlay Hardware Co., Houston; Jos. F. Meyer Co., Houston; Deutz Bros, Laredo; H. S. Bettes Hardware Co., Paris; Roberts, Sanford & Taylor Co., Sherman; Elmendorf & Co., San Antonio; McLendon, Duncan & Co., Waco; Ed. Strauss, Waco; Eikel-Breustedt Co, Waco; The R. E. Bell Hardware Co., Weatherford.

We have received from the Knapp & Spencer Co., Sioux City, Iowa, their supplement to Department C of builders' Hardware, under date of April, 1899. This is a large and handsome volume, containing nearly a hundred pages, in convenient size for office use, and showing designs, with descriptions of their extensive line of builders' Hardware. They say: "In presenting this supplement to the trade, it is our intention that this should be used as a supplement to departmen C, builders' Hardware, of our general catalogue. This supplement includes a number of the very latest designs of house trimmings, and can be furnished in any of the finishes as described on the next page. Goods not listed in this supplement will be found in department C of the general catalogue. This, we believe, will make our list of house trimmings complete and up-to-date in every respect. We are in a position to furnish estimates and price on special contracts for special designs, and we will gladly furnish without delay, prices in any finish of any of the goods listed in this supplement and catalogue. We are also in a position to submit samples for inspection of the entire line."

In the New York Sportsmen's Exposition Rifle Tournament, held in Madison Square Garden, March 2 to 15, 1899, Peters' cartridges established a record for the world. Of the twelve winners in the Championship Match nine of them, including the first eight, shot their goods, and the winner, F. C. Ross, made the great record of 2425, which exceeded by one the World's Record established last year by H. M. Spencer, Esq., who also used their cartridges. In the Continuous Match the first fourteen winners shot their cartridges, and in the .22-Caliber Pistol Match the winner, Dr. Weber, also shot their goods.

Goodell Bros, Co., of Greenfield, Mass., the well-known manufacturers of mechanics' tools, have changed their corporate name to the Goodell-Pratt Co. There is no change in the officers, directors or management, and these well-known works will be conducted as heretofore. F. E. Wells is president of this company and W. M. Pratt treasurer, and their New York office is at No. 94 Reade Street.

The Secretary of State for War has placed the following order for cutlery with Messrs. Atkinson Brothers, Ltd., Milton Works: 120,000 razors and cases, 75,000 sailors' clasp knives, 210,000 table knives, 170,000 table forks, 1200 carving knives, 1000 carving forks.—*Hardware Trade Journal.*

The fourth annual convention of the Texas Hardware Jobbers' Association will be held at Sherman, Tex., on April 25th and 26th.

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: The jobbing fraternity have every reason to feel grateful at the present conditions surrounding the Hardware industry. An opportunity, such as they have enjoyed for several months, in preparing to recoup themselves for the absence of profits of late years, must give them a feeling of content and comfort. The manufacturers have been doing their best to supply the stocks already ordered by the hopeful jobbers, and the flood of spring trade will be in full operation at the first breath of the warm and grateful zephyrs of spring. The jobbers' requirements are becoming less, and until demands upon their own stock indicate if any weak spots exist the factories will find that filling specifications previously received will provide ample employment. Late changes in price are not so numerous as they were a month ago, and the trade has settled down to the belief that a general and uniform advance will pervade the entire market, and that what are called old prices will not be heard from for a long time to come. The only fear in the minds of the manufacturers is, that when new orders are taken, whether the trend of business will sustain the conditions now so noticeable, and that there will be no retrograde movement, slaughtering prospective advantages, and unsettling prices on which the future prosperity is based and predicated. The consumer, in his dealings with the retailer, will do much to increase confidence, in the fact that slight advances in price will not militate to the disadvantage of the retailer, who will thus stimulate the trade with the jobber and make it easier for the manufacturer. As many goods have been purchased at figures too low to be duplicated, it is to be hoped the jobbers will see the advantages they possess and not throw them away. The old feeling of competing with the manufacturer and his quotations, this season cannot come to the front, for the factories are too busy filling the jobbers' orders; and when it becomes a question between themselves, to obtain all the good that should be their portion, it is dictated by common sense that the prevailing fraternity of interests under the influence of the jobbers' asssociations will prove a safety valve, that will make the season's business a grand and prosperous success.

Wire Nails: The quotations on wire nails remain as previously reported in our more recent issue, the business being done at the latest scale of prices, is not especially remarkable, as the larger buyers have already protected themselves in good shape, and many of them have nails coming to them on orders booked as far back as the days when $1.25 was a prevailing quotation. We quote as follows, f.o b. Pittsburg or Cleveland, the prices being graded as indicated: To jobbers handling carload lots, $2; less than carload lots, $2.02½, To retailers, in carload lots, $2.05; less than carload lots, $2.15. New York market is indicated in the following quotations: Carload lots on dock, $2 20; small lots from store, $2.35@$2.40.

Cut Nails: The cut nail market has been greatly improved by the high prices prevailing on wire nails; the tendency being on the upward grade, in a manner very gratifying to the mills, whose concerted action has made it possible. The mills are quoting, f.o.b. Pittsburg: To jobbers in carload lots, $1.75; to jobbers in less than carload lots, $1.80; to retailers in carload lots, $1.80; to retailers in less than carload lots, $1.95. The New York prices may be quoted as follows: Carload lots on dock, $1.95 Small lots from store, $2.10.

Barb Wire: There have been no new changes in the prices of this leading staple, prices remaining as reported in our previous issue, which were as follows, f. o. b. Pittsburg or Cleveland: To jobbers in carload lots, painted, $2.10; galvanized, $2.50; to retailers carload lots, painted, $2.15; galvanized, $2.55; less than carload lots, painted, $2.25; galvanized, $2 65. New York prices, carload lots on dock; four point galvanized, $2.65. Small lots from store $2 75. Painted 40 cents less. The demand at present is only of a nominal character, but the belief is expressed that a lessened demand would possibly prevent the shortage of supply it was feared would be a feature before long.

Smooth Wire: A large demand for Smooth Wire is still being felt by the manufacturers and is likely to continue as large orders have been given which are a long way from being completed. Prices remain as previously quoted, so that the market is now represented by the quotation for plain wire of $1.85 base f. o. b. Cleveland or Pittsburg to largest buyers, single carloads $1.90 for plain and $2.30 for galvanized. Less than carloads, $2, f. o. b. Cleveland or Pittsburg, galvanized $2.40.

Bright Wire Goods: The manufacturers of bright wire goods, have adopted an entirely new list which will appear elsewhere in this issue. While the list prices are very much lower, the new discounts make a net price which is a large advance on the average previous cost. The new list is subject to a discount of 40 and 10 to 50 per cent.

Wood Screws: Under date of March 22d the following new discount sheet was issued by the American Screw Co , Providence, R. I., in which a number of advances occur, and also on rivets manufactured by them. They announce that they have discontinued the manufacture of Coach Screws:

WOOD SCREWS.

	Disc't.		Disc't.
Iron. Bright, Flat Head ..	85%	Iron. Coppered, Flat Head.....	80%
" " Round and Oval Head,	82½%	" " Round Head...	75%
" Fillister Head.. ..	82½%	" Nickel-Plated, Flat Head, Burnished.....	80%
" " " Piano, Not Polished	82½%	" Nickel-Plated, Round H'd, Burnished..	80%
" Blued, Flat Head (add 5 per cent to net amount of invoice)	..85%	" Silver-Plated, Flat Head, Burnished,	80%
" Blued, Round Head.....	82½%	" " Round Head, Burnished,	80%
" Felloe, Flat Head	85%	" " Flat Head not Polished	75%
" Pinched Head.		" " Round Head	70%
" Headless		Brass. Plat Head. ...	80&10%
" Bung Head...		" Round and Oval H'd	.75&10%
" Drive	85%	" Nickel-Plated, Flat Head, Burnished.....	75%
" Japanned, Flat Head..	82½%	" Nickel-Plated, Round H'd, Burnished	75%
" " Round Head...	75%	Bronze Meta. Flat Head...	..75&10%
" Tinned, Flat Head 82½%		" Round and Oval Head. 75%	
" " Round Head	75%	For Export. Flat Head Iron .	
" Bronze Plated, Flat H'd	82½%		
" " Round Head.	75%		
" Brass-Plated, Flat H'd,	82½%		
" " Round Head.	75%		

MISCELLANEOUS GOODS.

Machine Screws.	Disc't.	Rivets.	Disc't.
Iron, Flat Head.....	60%	Ordinary, in Bulk	70%
" Round Head	60%	Thousand, in Bulk.....	70%
" Fillister Head.....	50%	Thousand, in Papers.....	70%
Brass, Flat Head.....	50%	Coopers, in Bulk....	70%
" Round Head.....	50%	Block and Carriage, in Papers of 100.....	70%
" Fillister Head.....	40%	Hame	70%
Milled Machine Screws.....		Belt, with Burrs, Tinned or Coppered	70%
Cap Screws, for Locks, Iron, blued	87½%	Burrs, for Rivets	70%
Side Knob Screws, I on, blued	87½%	Hand Rail Screws	82½
Brass and Bronze	85%	Dowel Screws	
Taps, for Machine Screws	70%	Winged Screws	
Tire Bolts.		Pointed Wires	70%
Norway Philadelphia... ...	75&10%	Tapped Nuts	
Eagle Philadelphia..	80&10%	Standard Penny Wire Nails ...	
Bay State, Plain	70&10%	Dowel Pins, Barbed and Plain ...	
Bay State, Fluted	70&10	Miscellaneous Wire Nails.	
Sleigh Shoe Bolts	80&10%	1, 5 and 10 lb. Packages ...	
Stove Bolts, Flat Head..	70 10%	25 and 50 lb. Packages and 100 lb. Kegs.....	
" Annealed,	70&10%	Special Goods.....	
" Round Head ...	70&10%		
Stove Rods	70&10%		
Sink Bolts	70&10%		

*on items where discount is not given, quotations will be submitted on application stating quantity and assortment required.

Cash discount, 2 per cent. 10 days. Discounts subject to change without notice. AMERICAN SCREW CO., Providence, R. I., U. S. A.

Auger Bits: The prevailing quotations on this important line of goods has recently been advanced by the leading

Digitized by Google

makers on the ordinary pattern, present quotations being 75 to 75 and 10 per cent. discount from list.

Heavy Sledges and Hammers: The advancing tendencies of the material used in the manufacture of these goods has been so constant it has been found necessary to advance the prices in conformity therewith. The market is now represented by the following, the extreme discount applying to large orders: Heavy Sledges and Hammers 75 and 10 to 80 per cent.; Light Hammers and Masons' Hammers, 75 and 10 to 75, 10 and 5 per cent.

Railroad Picks, Mattocks and Grub Hoes: The market prices on these goods are now represented by the following latest quotations: 70 and 10 to 75 per cent. discount.

Steel and Iron Squares: The irregular prices which for some time have existed on these goods, have finally resulted in a concerted effort to sustain the market by firmer quotations based on the increased cost of raw material. The market is now represented in a regular way, at a discount of 75 and 10 per cent.

Galvanized Iron Pails: The increased value of all raw material has had its effect upon the market prices of these goods. The low prices previously prevailing having been withdrawn, the following are now quoted as representing the present market:

	10 inch.	12 inch.	14 inch.
Water Pails, competition goods, per gross	$17 00	$19.50	$22 00
" " standard goods, per gross	18.00	21 00	24.00
Fire Pails, round bottom, per gross	22.00	25 00	28 00
Well Buckets, per gross	23.00	25 00	27.00

Binder Twine: The present prices on binder twine are as follows:

White Sisal, 500 feet to pound	9½ cents
Standard, 550 feet to pound	9½ "
Manila, 600 feet to pound	10¼ "
Pure Manila, 650 feet to pound	11 "

Prices are for carload lots, f.o.b. Eastern factories. An advance of ¼ cent per pound is charged in less than carload lots.

Cordage: The present prices on manila and sisal rope are represented by the following:

Manila, 7-16 inch and larger	per pound,	9¼ cents
" ⅜ inch.	"	10¼ "
" ¼ and 5-16 inch.	"	10¼ "
Sisal, 7-16 inch and larger.	"	8¼ "
" ⅜ inch..	"	9¼ "
" ¼ and 5-16 inch	"	9¼ "
" Lath Yarn	"	8¼ "

Prices are for carload lots, f.o.b. Eastern factories. For less than carload lots the customary advance of ¼ cent is charged.

Window Screens, Screen Doors, Etc: We have received the following:

Burlington, Vermont, March 25, 1889.

Withdrawal of Quotations: Owing to the great advance in the price of all the materials entering into the manufacture of screens, we are compelled to withdraw all outstanding quotations. We shall be pleased to name our new prices upon application, and request that you send us your inquiries if you have not placed your order for this season.

Yours truly,

Porter Screen M'f'g Co.

Linseed Oil: Under date of March 24th, is quoted as follows: In lots of less than 5 barrels, 48 cents per gallon; in lots of 5 barrels or more, 47 cents per gallon. The 5-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw: Calcutta oil, 58 cents per gallon. Above prices are subject to change without notice.

THE BALTIMORE TRADE.

American industries having recently assumed mammoth proportions, will find prosperity through their ability to meet the demand both foreign and domestic, which has suddenly burst from all quarters of the globe.

Never before in the world's history has there been such universal clamor for manufactured goods arising from conditions peculiar to progress and civilization. Rapid transit in various forms is superceding older methods of travel, and popular adoption by all nations, creates demand for quantities of material as is particularly noticeable in the volume of goods necessary to build and equip railroads of any magnitude, and the number of mills or factories required to produce the same.

Our natural resources, together with the vast amount of wealth invested in plants which have the best machinery known to modern science, not to mention the ability to ingratiate ourselves into the good graces of the fellow having a contract to let, should place us far in the lead in competition with any nation. Thousands of miles of railroads are now being built, and doubtless many more are under favorable consideration, and as some of our mills have declined contracts for steel rails through inability to complete them on time, being crowded with other orders, it is evident our manufacturers are getting a liberal share of the foreign trade.

To control this trade is the apparent object of consolidation and should be encouraged, but when manufacturers abuse their privileges and upon securing a monopoly in any line, charge our jobbers extortionate rates, thereby increasing the burden of the poor man and particularly the farmer, we should enact such State or National laws as would heap heavy penalties upon the heads of such offenders.

We concede that manufacturers should make liberal profits and pay their laboring men well, but do not want to participate in the patronage that forces the payment of two dollars for one dollar's worth of goods.

Whilst regretting we did not get it we are pleased to congratulate our Philadelphia friends upon securing the shipbuilding plant of which Henry G. Morse is president; although located at Camden, N. J.,—across the river—the benefits derived from the increased population necessary to run this big plant will be practically theirs.

Business continues brisk, and more goods would move were not some of our customers dropping certain items, considering them too high to handle at present, old contracts on poultry netting, barbed and other wires, and a few other things are not being filled as promptly as could be desired, and whilst we appreciate the difficulties experienced by manufacturers in getting cars and material, do not forget to remind them every now and then that we want our specifications rushed forward.

Collections are steady. H. W. Webb & Son.

THE PHILADELPHIA TRADE.

If there is any one word which will describe the situation in the Hardware trade to-day, that word is "confidence." Never, for a score of years have we seen such confidence displayed in the market as is shown to-day, and those who have been skeptical of the advanced prices recently announced, are finding as they view the market, that these prices have come to stay for sometime, at least, and in many cases, the difficulty is to-day to get goods at any prices.

Factories are still so far behind on their orders that very few can be found who will promise prompt shipment, while, in some lines, which lie near the raw material, the market is in such an excited state that manufacturers absolutely refuse to name any price whatever, and are adopting the rule forced on them by the parties from whom they buy their raw material, namely: goods sold only at prices ruling at date of shipment.

In such cases, it can readily be seen that the jobber is in a most unsatisfactory position. Unless he should be so fortunate as to have a very full stock of every line of goods, he cannot know, with any certainty, at what prices he dares to take an order, as quotations which he may have in hand from the manufacturer to-day, may not be good to-morrow, and goods sold at a profit based on to-day's price, may net a loss to the jobber at the time of shipment. Almost every jobber can testify to cases of this kind, and they seem to be getting more numerous as the spring advances.

It goes without saying that advances continue. Almost every line of goods is feeling the impetus, and those which

Digitized by Google

have been quiet so far are now being forced into the field; while second and third advances are also making their appearance.

It is a very reasonable question to ask whether these advances are justified by present conditions, and, in our last letter we endeavored to point out some of the natural causes which have led to these advances.

Many people fail to see any natural causes for an advance and claim it is simply an arbitrary action on the part of the trusts, but even if, for the sake of argument, this last claim is granted, it seems quite evident that, as raw material is firmly controlled by four or five gigantic corporations, which, today, have a complete and masterly grasp of the market, these trusts, having everything to lose by a decline and everything to make by maintaining prices, are not apt to let the market fall off—on the contrary, there is every promise prices will be maintained for some little time.

It is gratifying to report that March shows a decided increase in sales, and, if we are now favored with good spring weather, there is every reason to suppose that trade in April will more than surpass the records of last year.

Collections show an improvement, and the larger amount of money being paid out in wages is probably being felt in the channels of trade. Biddle Hardware Co.

THE DAVENPORT TRADE.

One of the great steel and wire syndicates, consolidations or whatever name the company may be called, now quote their various products at a price f. o. b. the mill from which the goods are to be shipped. "*With the full tariff rate of freight added to point of destination.*" If any of the jobbers have been getting a rebate from the railroads they will now realize that somebody else gets the benefit of this rake off. Wonder how they will enjoy it?

The high prices of iron, steel and Hardware are already having a depressing effect on trade, and deterring the erection of buildings, and other improvements contemplated previous to the recent advances. While sales are still large, and are above normal for this season, the last half of March will not show as large gains as the first half of the corresponding month of a year ago.

The catalogue houses and department stores continue to menace the retail dealers, but we are pleased to note that one of the largest and best known manufacturers whose goods are sold by nearly every legitimate wholesale and retail dealer in Hardware in this or any other civilized country on the globe, has recently decided that no more sales will be made to these houses.

As this is to be your large and elegant Anniversary Number, we wish to use more than the amount of space usually assigned for trade reports, and to give some facts connected with the United States Arsenal here that may interest some of the numerous readers of *Hardware*. For several years past the Rock Island Arsenal has manufactured all the equipments used by the infantry, cavalry and artillery soldier for his field and garrison service, horse equipments, targets and target material, metallic carriages for the field artillery used on the battlefield, and for the heavier 5-inch and 7-inch siege guns with their necessary ammunition wagons, repair wagons and all the varied implements and equipments incident to their service.

Before the recent war with Spain the average force employed at the arsenal was something under 500 men, with a payroll of $30,000.00 per month. Last summer this force was very greatly expanded and the shops were running twenty hours per day, employing nearly 3,000 men, with a payroll aggregating but little under $200,000 per month.

The reduction following the cessation of active hostilities with Spain brought the force down to its present limit of about 1,300, with a monthly payroll of $75,000 to $80,000, and it is likely that the arsenal will continue on this basis for some time to come.

During all this period, and in the immediate future, the manufactures have been limited to the different classes previously mentioned, but Congress in its last session has taken steps which will result in adding in a few years a very important industry to the manufactures of the arsenal.

For many years small arms, that is rifles and carbines principally, have been manufactured for the Army only at Springfield armory, Mass., but it is now contemplated to establish a plant at Rock Island Arsenal also, for doing this work and $350,000 was appropriated last March for taking the initial steps to this end.

The buildings designed for manufacturing purposes at the arsenal consist of ten large stone structures of two stories with capacious attics and basements, giving four floors in which machinery can be installed. These are arranged in two rows of five each, one designated as the Arsenal Row, and the other as the Armory Row. But three of those in the Arsenal Row have yet been fitted up with machinery, that having been sufficient for the manufactures at the arsenal and also all that could be accomplished with the funds available for the purchase of machinery. It is now proposed to commence preparing three of the buildings of the Armory Row for the reception of the necessary machinery for manufacturing the Krag-Jorgensen rifle, the weapon with which the soldier of our army is now equipped.

The sum available will, of course, not suffice for the purchase of the machinery and appliances which would be required to entirely equip these shops, but it will be sufficient to obtain some of all the classes requisite for the manufacture of small arms and it is proposed to so arrange it that if subsequent appropriations become available, additional machinery can be disposed without compelling material alterations in the plan adopted.

To fit up the shops with the necessary shafting and other appliances, to introduce power and to purchase and install the great variety of machinery required for the purpose will undoubtedly demand a long time. Congress recognized this and though the other appropriations in the Money Supply bill in which this was included all expires by limitation on June 30th, 1900, special provision was made making this allotment available until expended.

It is hoped that no more than eighteen months will be required to put the plant in proper condition for beginning work. If Congress should then provide funds for the actual manufacture of small arms to the capacity of the plant that has been installed, it is probable that nearly 1,000 additional employees would be required in the shops at Armory Row in addition to those now engaged in the present manufactures of the arsenal. As this, however, depends entirely upon the judgment of Congress, it is still somewhat within the realm of speculation.

Sickels, Preston & Nutting Co.

THE INDIANAPOLIS TRADE.

The price of pig iron has become an acknowledged barometer of business prosperity and depression. Another barometer of the same subject, with which more jobbers come in contact and can watch more closely, is the number of orders for opening stocks. It has been interesting to notice during the past two months the large increase in the number of such orders we have shipped.

All jobbers take great pleasure in assisting to start in business young men who have served their apprenticeship, devoting years to the mastery of the details of a most intricate business.

In no other country but our own is it possible for a young man by close application, frugality, perseverance and integrity to lay in a few years the foundation for a competency by accumulating a few hundred dollars with which he can purchase an assortment of Hardware and begin business for himself in a small way.

Many who will read this should take courage and go for-

Digitized by Google

ward with this in view. History repeats itself and what has been done by many during this decade can be done by young men who are in earnest and are thorough in all they undertake during the opening years of the new century.

The Hardware trade has a fascination about it which leads many consumers of it to believe that if the young men referred to above have made a success there is no reason why they should not also succeed. Their argument that it is the safest and cleanest of all merchandising has become almost a proverb.

When money begins to seek investments, which is only another definition of "Good Times," then some of those people who have little, if any, knowledge or experience, but have been able to gather together a few hundreds or thousands of dollars, rush into what they consider next to groceries, the easiest business in which an inexperienced person can engage. The result of this rashness has been very apparent during the past three or four years to those connected with the credits of our jobbing houses.

While the fallacy of the idea that the Hardware business is so simple that only a slight experience is necessary to success in it, is best known to those who, after a score or more years' close study, have not been able to master the intricacies of it, the venturers of the past have learned it to their sorrow in about the time it took to use up the capital they invested, together with what they were able to borrow of a few indulgent friends.

The conclusion is evident that to succeed in the Hardware business, and the same is true of the majority of mercantile pursuits, the three essentials are: Ability, Capital, Experience. The person who lacks any one of these is handicapped in the race.

VAN CAMP HARDWARE & IRON CO.

THE CHICAGO TRADE.

While there have not been any radical advances on any one line or one important item during the last few days, at the same time our clerks having in charge the changing of prices, have been more than ordinrrily busy during the past week making numerous changes on the smaller lines of goods, making, among others, moderate advances in the following goods: Spring hinges, wrought goods, halter chains, woodenware, galvanized eave-trough and conductor, rope, hog rings, wringers, bright wire goods (entirely new list and new discount), pieced and pressed tinware and enameled ware. The last two lines of goods have been advanced several times by the manufacturers in the last two or three months. Some of the advances have been so pronounced in their character that we have hesitated about making so much of a change in our prices to retailers as the manufacturers' advances called for. As a matter of fact, we believe that on some lines of goods the manufacturers have been rather exacting, and a little rapid in the higher rates that are being enforced.

Our own motto is "Live, and let live" and carrying out that policy we have preferred to keep our retail friends in good humor during the late advances, rather than to be too exacting in having our traveling salesmen charge for each line of goods up to the last limit, even if it can be proven by figures that the goods are worth it.

We realize that raw material is a great deal higher, and that the advances in labor have come to stay for at least the next year or two, but we shall be entirely satisfied as a firm if we do not receive the full benefits of prosperous times all in one year. The backward spring weather has interfered to a certain extent with our mail order business. Our traveling salesmen, however, have nothing to complain of and are not only very successful in selling large quantities of goods for immediate delivery but are also doing well on future orders for late spring and summer goods.

Collections are very good indeed; all of the better class of customers are discounting for cash. Failures are very infrequent, and the Chicago city retailers are purchasing from us in quantities that remind us of 1892 and 1893.

WELLS & NELLEGAR CO.

THE BUFFALO TRADE.

With rapidity which almost takes one breath away we have passed the quarter mile post of this year, and on the rapid wheels of time we are speeding swiftly to the half. The happy days of the past three months have inspired us, filling us with bright hope and anticipation for the future. January, February and March of 1899 have a record in business history, almost if not quite without parallel, and if the trade of the remaining nine months compares at all favorably with the first quarter, the present year will be the banner one for the Hardware trade in this grand republic of ours. To those of us who are younger in the trade the phenomenal record seems a dream; perhaps to the older men it is only the repetition of some of their former experiences. What does it all mean? Who can tell? Father Time alone can answer.

Perhaps we may be permitted a moment of reflection and for the present that will suffice. November last they began to put the "screws" on us The iron market moved upward, and the rise in price of this product was not surprising until a price for bars was reached which led the cautious man to reflect. Galvanized Sheets began to show an upward tendency, Black sheets soon followed, conductor pipe started, nails and wire began to feel lonesome, and they too must get a gait, and these all needed a certain amount of "tacking," and thus another line came in, and so one after another the various commodities gathered into combines. Then when we were beginning to feel peaceful once more, shovels and spades bethought themselves, and for fear that time would pass too rapidly they "scooped" the opportunity that seemed to offer itself, and we have been presented with an advance on this line together with others, so to-day the several lines are controlled by certain trusts and combinations Thus we are "hinged" and for the present we gracefully submit to the inevitable. We freely admit that in union there is strength, but the future alone must demonstrate whether or not the end will justify the means. Good fair prices for Hardware (shelf and heavy) are desirable for all concerned, and we as distributors will welcome a time and condition which would bring this about, but sincerely deprecate in flated values. We are inclined to believe, and we hope, that the men who have in hand the manipulating of the several combinations and the fixing of prices, terms and conditions, together with those manufacturing various single lines, will display such wisdom as will keep remote anything which in the end will bring reaction that would surely mean disaster. We have arrived at a critical period and to fathom the future puzzles the shrewdest men of to day. The opportunity is ripe to fix or unfix the confidence of the trade, and to accomplish the latter simply requires the juggling of prices. To cement the former means wise and judicious business methods on the part of manufacturers and jobbers, the following of which course will place business on a foundation which will be sure and steadfast for some time to come. Let us, therefore, with one accord, for the present at least, stand fast in faith.

WEED & CO.

THE MINNEAPOLIS TRADE.

We congratulate you upon your ninth anniversary. You are certainly publishing a paper that is interesting and valuable to the trade; may you have many happy and prosperous returns.

There is every indication of good business here the coming season. There is already considerable building on a small scale, residences principally, while quite a number of business blocks are contemplated, one a nine-story store and office building, being well under way; while another large building for the Chamber of Commerce

Digitized by Google

is in contemplation with a good prospect of the deal going through.

Dealers as a rule seem inclined to take advantage of the advances as made. Occasionally we hear of old prices being made by some of the smaller dealers, which we think as a rule is on account of the fact that the dealer has not had it called particularly to his attention that advance in price has been made. A supply house here persists in selling nails at about 20 cents per keg below jobbers' price and causes some little disturbance and annoyance. We hope in some way this can be prevented in the future. Presume the nail company could shut off supplies if a determined effort were made. Collections are unusually good.

While we shall not attempt to discuss the different subjects that you have outlined to appear in this issue, we cannot help saying that we think the jobber is necessary to the retailer from every point of view. How would it be possible for the dealers throughout the territory north and west from us here to procure the variety of goods that they are obliged to carry, without the jobber? Who purchases in carload lots and brings them to this central distributing point and in one shipment sends out goods that may have been collected from perhaps forty or fifty different points? Fully seventy-five per cent. of the orders placed by local dealers if made up in as large quantities as they could possibly handle would not make a factory shipment, and the difference in freight alone will pay the jobber a good margin of profit. Again, in a season of poor crops, which we are obliged to confess we do have up in this country once in a while, it is the jobber that carries the country dealer over from one season to another; that it would not be possible for him to arrange with forty or fifty different manufacturers to do for him. This of itself is a very important consideration; we feel occasionally the jobber goes after certain business, that from our standpoint he should leave for others; some manufacturers, however, do the same thing. Representatives come here to do business, and sometimes are inclined, if they do not succeed in interesting the local trade, go outside and pick up business that they can get; we presume this will always be the case.

Hardware jobbers are great expansionists; look at their stock as represented by their catalogue and compare with even ten years ago, and see the immense variety of goods they handle. We feel the jobber has a permanent place and is as necessary to the manufacturers as he is to the dealer. May the jobber, the manufacturer and the dealer prosper.

W. K. Morison & Co.

THE KANSAS CITY TRADE.

This is "All Fool's Day." Our boys have had their usual "jokes." The "greenhorns" have been initiated. One man came to the writer's desk as a last resort to learn where he could find a bundle of seventy-eight wheelbarrow spokes, for which he held a shipping ticket and which he had been directed to deliver to the check clerks in a great hurry. Others were hunting the "round squares," "meat augers," "left-handed wrenches" and "four-foot yardsticks," much to the amusement of the others, most all of whom had served time also.

We have been under a pressure which has not relaxed for a moment, so to speak, for the past four weeks, and, as a consequence, we note that March, 1899, marks the high tide in our business career.

As before noted, the orders we have received have not been individually large, but they have come in greater numbers than ever before. There have been excellent reasons for this state of affairs, some of which we are not particularly desirous to make known. We have discovered something.

Business in this section is not particularly hampered, so far as we note, by the backward spring.

When gentle Anna does come in earnest, we anticipate a continuation for six weeks longer of our busy days.

We have not fooled ourself into the belief that we were making "scads" of money simply because we advanced prices. Our money has been made on what we sold, not on what we marked up. Our orders were sold because we sold. The profits have been made on the sales, not on the change sheets.

We still are pursuing the course outlined in our letter of March 25th. When the time shall come to take a toboggan slide, there will be fewer slivers in the seat of our pants when we strike bottom, than there would be if we had ridden the little hobby horse to the very top. If we have gone up something like a rocket, we do not propose to come down altogether like a stick.

Every indication is favorable in our Kansas and territory trade for the usual large wheat yield despite the very severe winter now about ended. The yield of fruits may be greatly diminished, and the only thing about which we are directly concerned is the probable scarcity of applejack, which is the principal lubricant in Kansas politics.

A very large number of our customers report that they are building additions, enlarging their stocks; many new partnerships are being formed, and a large number, it seems to us, are selling out. Failures are very rare.

Collections present a feature which can be accounted for, doubtless, by two reasons, but we simply state that they are not up to the average.

The last trade letters in *Hardware* were certainly something for which its editor should be proud and which its readers should take note of. In fact, the issues of March 10th and 25th have not been, on the whole, surpassed since we joined the group. We think there is no egotism involved in saying that very few, if any, trade publications in the United States have a better staff of correspondents than *Hardware*. The average dealer who closely reads these letters and does not profit by them, is too dense for lucidity and too lucid for density.

This writer is particularly gratified to be associated with a group of men whose sympathies, sensibilities and ethical sentiments touch the high planes which have always dominated their ideas, as expressed through your columns. There can be no question of the genuineness of the ring which their blades give off. If errors of judgment should be occasional, the heart is, we think, intensely earnest, conscientious and concerned that we shall as nearly as possible quit ourselves like men.

Gille Hardware & Iron Co.

THE DENVER TRADE.

Reports of trade conditions these days are so unanimous in expressing unusually large business, it doesn't seem necessary to add to the volume of testimony. But there seems to be an ever-readiness on your part to listen to our tales, whether they be of woe or good things.

We are pleased to say that Colorado is "in the swim," and if she is not leading the procession, we cannot account for it. There is every reason why she should. The past year was one of unparalleled productiveness in this State, agriculture, mining of all kinds, fruit, and so to the end of the list, and the list is annually extending. Did you note that in the speech of Mr. Carnegie at Pittsburg a few months ago, when the statement was made that Pittsburg could produce and deliver iron products and successfully compete with any country and place on earth, he made one exception—Colorado? Of course, we know the statement was correct, bnt how many have thought of what such an exception means for the future of this great State?

With a big trade on our hands at this time, and with so

Digitized by Google

OILERS.
"PERFECT," 25c. "STAR," 10c.




The Best Oiler in the World.
Second only to the "Perfect."
"LEADER," 10c. "GEM," 7c.




The Best Oilers Possible, at the Lowest Prices Possible.
Our name on an oiler means "best quality."
CUSHMAN & DENISON, - 174 9th Ave., N. Y.

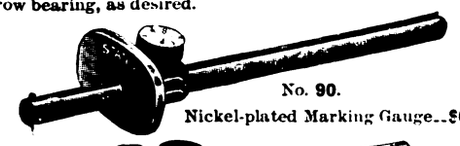
IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Improved Marking and Mortise Gauges.

The steel points are attached very near the ends of the bars, to admit of being used close up into a rabbet or corner. The head of the Marking Gauge can be turned over, for a broad or narrow bearing, as desired.



No. 90.
Nickel-plated Marking Gauge..$0 35



No. 91. Nickel-plated Marking and Mortise Gauge.....$0 65

much that is promising for the future, it doesn't need a prophet to predict a prosperous 1899 for this locality.

We hope you will continue to get your regular trade letters, but that business will continue so large that your correspondents will find it difficult to get the time to write them.

GEO. TRITCH HARDWARE CO.

THE ST. PAUL TRADE.

The weather conditions in the Northwest during the month of March have been very unfavorable to the retail dealer. Extreme cold, accompanied by snow storms and blizzards, has had the effect to very much curtail their sales, which of course has had some effect on the business of the jobber. Notwithstanding this, the wholesale trade has been very active, and figures show that sales are largely in excess of the corresponding month in '98. The retailer has evidently aroused to the fact that the advances that have taken place will be good for some months at least, and that "the end is not yet," but that farther advances are liable to occur. As a consequence, he is to some extent anticipating his wants, and is buying much more freely than is his usual wont at this time of the year. The result of this early business in advance of the season will be that less quantities of goods will be wanted later on, when the business is usually the most active. We do not know to what extent the retailer is taking advantage of the advances that have been made, but as for the jobber, we believe he proposes to get the full benefit of the same. This means great activity in the pricing and change sheet department, as daily changes are occurring, and the traveling salesman must be notified.

The boom in prices now on, excites in conservative minds, the fear that the outcome of the same may not be such as might be desired. As this "boom" seems to be manipulated by the trusts, (old and new), the cry against them which has been more or less pronounced in the past, is being taken up quite generally by the press of the country, and in a tone which would indicate that a vigorous attempt will be made to secure legislation against them. The industries that are most vulnerable to this attack are those that enjoy protection by the tariff. Undoubtedly an effort will be made to remove these duties, and in this there is danger that the whole protection system will be upset. It is to be hoped that those trusts who now seem to have the power to advance prices to an unlimited extent will call a halt before such opposition to them is aroused as will result in disturbing the business of the whole country.

C. W. HACKETT HARDWARE CO.

THE BIRMINGHAM TRADE.

In fifteen years' experience in selling Hardware, we do not recollect so many rapid and radical changes as we have seen in the past sixty days. We now feel that many things are very high, because we have become accustomed to see them very low. A comparison of prices now with those of 1879 and 1880 will show that they are still very low. We have a different condition now from what we had then; the capacity for manufacturing now is much greater than it was then, and since the prices have advanced to the point of curtailing exports, this will be added to the home consumption, together with the additional supply from plants which had been abandoned but now put to work on account of the advance in the market, and it appears that the upward tendency will be checked during the latter half of the year, under these circumstances. These are some of the questions which must be studied by the wide-awake buyer in order to be on the advantageous side of the market. Trade has been active in our territory and we are inclined to look for a continuation throughout the year. Our architects are all busy bringing out new work which promises activity later on in the builders' line.

The improvements now going on at Ensley City, one of our important suburbs, are giving work to quite a force of men and distributing large sums of money. Many houses must be built for the operatives, creating a demand for all kinds of builders' supplies. In addition to this there is

IVER JOHNSON Bulletin.

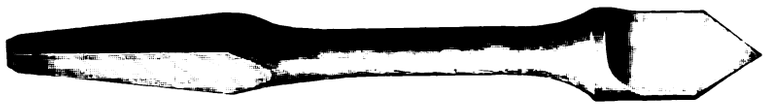
Of Special Interest to Hardware Dealers!

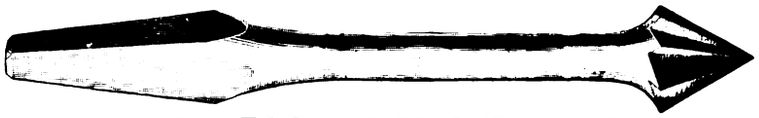
WE want this week to call the attention of the hardware dealers to our line of Iver Johnson Cycles. Many hardware firms are now selling our bicycles and they find the business profitable. With a good line of honest, well-made wheels, which will **stay sold** when sold, there's no reason why any good progressive hardware house can't make this branch profitable. Some of you are now selling Iver Johnson Firearms—you know their quality. Our Cycles are just as high-class. If our Cycles are not sold in your city, write us for prices, etc., and we'll be pleased to take the matter up with you.

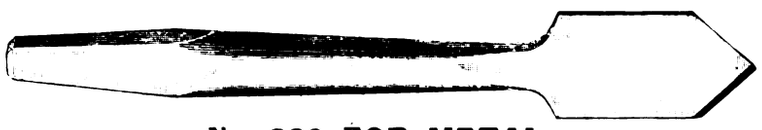
Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

Digitized by Google


No. 310 FOR METAL.


No. 315 FOR METAL AND WOOD.


No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

work in extending railroad lines, and all in all we have a busy, growing section of the State. Our people are all hopeful and confident and some of the most enthusiastic say we will have more than two hundred thousand people in 1910 when the census is taken. We are not inclined to think this prediction very wild. Birmingham has already obtained the reputation of being able to price pig iron for the world, and some predict that ere long she will take the same position on steel. Why not? We have been buying freely, but find some difficulty in getting deliveries promptly, and while this continues we do not look for any decline.

Moore & Handley Hardware Co.

THE PITTSBURG TRADE.

The present rapid advance in prices by manufacturers, furnishes another reason for the jobber's existence. Jobbers must carry extensive stocks of all kinds of goods. These stocks are a safety valve on values, and must be considered by manufacturers whether either an advance or fall in prices is contemplated.

For several years the stocks generally carried by jobbers have been as light as possible, because of falling prices. This made a great demand when conditions changed, and jobbers are now generally stocked to their normal capacity.

That present stocks will be quickly absorbed by the retailer and the consumer, is confidently expected because of the improved condition of all classes, farmers, mechanics, and laborers. Employment is general and at better wages. Railroad building and other large enterprises are going forward, and export business continues in large volume, both of the products of our farms and shops.

However, should prices be forced too high, the jobber is the first to perceive it and his decreased demands check the advance. His stock will carry him along until the manufacturers find the proper level for prices.

March weather was very rough and country roads almost impassable, yet sales showed 33 per cent. advance over 1898. Genuine spring weather will quicken sales greatly, and it is certainly due by the time these lines are read.

Logan-Gregg Hardware Co.

THE PORTLAND TRADE.

The season in Northern New England is very backward, and March has proved a very solid winter month from start to finish. The lumbermen have from ten to twelve feet of snow in the woods, and there is good sleighing throughout most of this northern section. The large quantity of snow would indicate that the lumbermen will not be much troubled for water with which to drive the logs out of the streams and rivers, enabling them to get them into the booms, with the least possible expense.

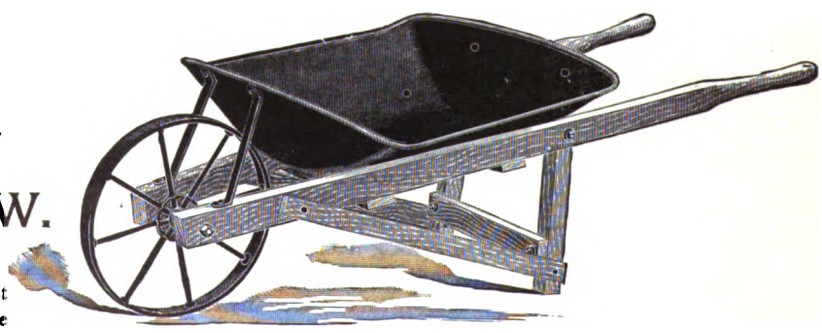
This branch of our New England business is having a boom almost in proportion to that enjoyed by the Hardware trade. Prices are extremely high, and it is easy to make sales. Some of our lumbermen say that they are not anxious to sell at present, as the longer they hold their stocks the more they will realize on them. Of course this all helps the Hardwareman.

The ground throughout this section has been well covered with snow all winter, protecting the grass roots, and speaks well for a good crop of hay the coming season. When the spring opens it will probably come with a rush, as the frost is not deep, and the roads will settle quickly.

Hardware is selling well for the season, and the jobbers have no cause for complaint. We do not think the retailers as a general thing have fully taken in the situation, but as

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.

COLUMBUS, O., U. S. A.

Digitized by Google

soon as they make up their minds that the prices now ruling will be sustained throughout 1899. and will rather advance than decline, the better it will be for them, as most all lines of goods are scarce and the earlier orders are placed. the better for all concerned. We have tried with our own trade to impress this upon them, and of course after going through the last seven years of steady depreciation in values, it is hard to make the trade understand that the turn has come, and that it is based not on speculation or a flurry in the market but on a healthy increased demand for goods such as has never keen known in the Hardware trade.

In the past we have always been confronted with the fact that as soon as our own wants were supplied then stocks accumulated, and prices depreciated, but to-day the foreign demand for Hardware is so great that we think it will be almost impossible to accumulate any unwieldy stocks, as has been the case in the past. We are prophesying that anything bought on to-day's market is safe at least for 1899. Hardware is not high to-day based on the cost of raw material, in fact it is not near high enough. Many of the manufacturers have advanced their prices so slightly that it is hardly noticeable, but they will have to make larger advances in the near future, it seems to us a foregone conclusion, as when their stocks of raw material purchased on the bottom of the market, are exhausted, they will be obliged to pay so much more for their new supplies that they cannot possibly sell as they are now selling.

The price at which Bessemer Pig Iron has been selling for the past week for purchases as large as 130,000 tons, would seem to indicate that for the second half of the year it would not go much below the figures of this large purchase.

We think the jobbers are generally keeping with the market, as no dealer can afford to sell out his present stock except at such prices as will give him a profit on the new cost, and there are no stocks but will have to be replenished long before the present prices are changed.

One pleasant feature of the situation is that all classes of the trade, from the manufacturer to the consumer, are getting a benefit from the present advances. There are none except those who are very short-sighted but what have a great many goods on which they will realize a profit out of proportion with the ordinary margins they have been accustomed to. We trust our retail friends will follow the markets as closely as does the jobber, and will take the profit that justly and rightfully belongs to him this year. We think the jobber has not done enough missionary work in this connection, and that all jobbing houses should instruct their salesmen to urge upon their customers the necessity of their advancing their prices and keeping up with the markets.

Certainly this year should enable the manufacturer, the jobber and the retailer to get some of the losses they have been obliged to face for the last few years.

Emery-Waterhouse Co.

THE COLUMBUS TRADE.

Still the booming of prices is on, and no signs of letting up. It has become the custom of some manufacturers who make a large line of articles, to change their prices every time tin or copper changes. It is really sad to think that, after advancing prices good and plenty, and no doubt having a large stock of material on hand and stock made up, that they cannot make prices that will hold good for a day. It is next to impossible to keep track of the numerous changes. Seems to be more in the nature of an epidemic than a necessity in a great many cases. Thirty-five per cent. on carriage bolts is a pretty stiff advance, but the advance in iron justifies it; but now won't they please quit and give us all a chance to recover? There was a question in the question box at the Ohio Hardware Association asking if manufacturers of bolts could not be induced to give the nuts an extra turn, so they would not fall off as soon as a package was opened. We think with a thirty-five per cent advance they can afford to give them several more twists, and suggest that this is an opportune time to go after them.

We had another visitation of the beautiful snow this week, and hope it is the last. There was another advance of a half-cent per pound on rope, and the next day it snowed. We have no doubt that was the cause of the last snow. It also snowed right after the last advance on nails and wire. Now, if there is no other reason for not advancing prices where they have already boosted them up good and high, we hope that manufacturers will realize the fact that it is time to plant peas and lettuce. Now won't they "Pease Let-us" have a rest for a while? It will snow mighty hard some of these days, and some of these boomers of fictitious values are going to get buried so deep they will have to be thawed out by a hot summer sun. We are not pessimists

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

and know full well that prices were too low, but we are just as certain they are going to the other extreme. We hope manufacturers will profit by past experience and know when to let well enough alone. Trade is good and collections are fair, considering the condition of the country roads. SMITH BROS. HARDWARE CO.

THE OMAHA TRADE.

Unusually cold weather for the time of the year is still with us, and has a material effect in retarding trade. Prevailing conditions are a little uncertain, some authorities claiming that winter wheat is seriously injured, while others equally well informed claim that it is in good condition. There have been heavy losses in stock on the ranges on account of the severe weather which will probably, to an extent, affect business in those localities, but in a general way the business outlook is favorable, and as soon as the roads and weather are in condition for people to do business, there is no question but that everybody will have their hands full. Prices are being well maintained, few, if any, of the dealers showing any lack of confidence in the market, though we probably all realize that the further we go up, the further we shall have to go down. It seems unfortunate that the conditions were not such as to allow the advances made to have been on a more moderate and, for this reason, a more permanent basis.

We shall all, however, have to make the best of the situation as it exists, and when the time comes to take our medicine, take it with the same grace that we are now taking advantage of the market advances, and the dealer who fails to place himself in position to stand the declines when they come, is certainly much in the same position as the party who fails to insure because he don't think he will ever burn out. Collections might be better; have been a good deal worse. RECTOR & WILHELMY CO.

THE GRAPHITE INDUSTRY.

We wrote in our last month's letter that January and February were banner-bearing months and led the procession. This we considered a rather smart thing to say, but now comes March and knocks the "spots" off such a simile —for it takes the banner, and forges so far ahead of the procession that it "beats the band" and is "out of sight."

We have been in the graphite business over seventy-two years, but the month of March eclipses anything in our experience with sales which demonstrate that not only are we "the largest house of its kind in the world," but that we also are fully able to meet the demand for our goods.

Of course, we have been compelled to enlarge the works and office force, but we do it without hesitation and in the full belief that the demand will continue great enough to warrant any reasonable expenditure.

Another new four-story addition to the pencil works is now in course of erection—and plans are being perfected for an increase of space for the crucible manufacture, with minor necessary changes going on all the time.

It is not necessary to go into details and figures, but those of your readers who have had occasion to honor us with orders are in a position to realize how largely the graphite products of our company have been in demand, and how promptly we have done our part as to shipments.

Sales have been largely augmented by foreign orders—through our established salesroom in London, and accredited representatives in Germany, Austria, Norway, France, Denmark, Holland, Australia, Mexico, South America, South Africa, Japan, China, etc. We are now world-renowned—particularly through the demand for Ticonderoga Flake Lubricating Graphite.

Vice-president Walker will visit a number of the foreign representatives in May, but more for social than business reasons.

We are drifting into the position of the apple woman who refused to sell apples to one customer for fear another customer might came along and she would not have any more apples to sell, but we shall endeavor to steer clear of such judgment. JOSEPH DIXON CRUCIBLE CO.

The Humason & Beckley Mfg. Co.

Editor Hardware: A report having been circulated to the effect that it was our intention to give up our New York office, we beg through your columns to deny the same and further to state that we have never had any idea of so doing.

In order to save detail and clerical work we have given up carrying stock in this city, but we are still at the old stand, where our friends will receive every attention and all our orders both large and small will be promptly filled.

Very truly yours,

New York, April 7, 1899. HUMASON & BECKLEY MFG. CO.

One day, Billy—that's my brother—he and Sammy Doppy was playin' by a mud hole, and Billy said:

"Now, Sammy, les' play we was a barnyard; you be the pig and lie down and woller, and I'll be a bull and beller like everything."

So they got down on their hands and knees, and Sammy he got in the mud and wollered, while Billy bellered like distant thunder. Bime-by Sammy he cum out muddy—you never see such a muddy feller—and he said: "Now you be the pig, and let me beller." But Billy said: "I ain't a very good pig fore dinner, and it'll be time 'nuff for you to beller when yer mother sees yer close."—*Scrap Book.*

Some very pious souls are shocked when people dare advance
The thought that this old earth, at best, is but a world of chance,
And since this speculative view of things their minds appal
We must conclude that they believe we have no chance at all.
—*L. A. W. Bulletin.*

WE WANT RESPONSIBLE DEALERS



in every town to sell the Best

HAND CULTIVATOR AND WEEDER.

It's a good puller. Material and workmanship right.

ULRICH MFG. CO.,
No. 64 River St., ROCK FALLS, ILL.

HORSESHOE MAGNET HAMMER.
WARRANTED.



Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.

ARTHUR R. ROBERTSON, Patentee and Sole Mfr.,
185 Summer Street, Boston, Mass.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,
SCHOENEBERG-BERLIN. GERMANY.

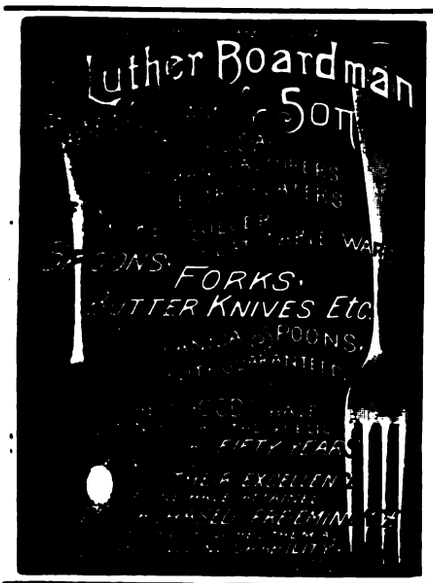
The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

Digitized by Google



J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trad

30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn



Size ¾ Inch

CHEAPEST

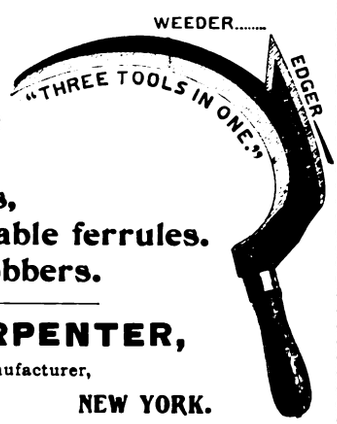
IN THE WORLD.

J. M. LITCHFIELD,
458 Quincy St.,
Brooklyn, N. Y.

The **CARPENTER Grass Hook.**



Oil-tempered blades,
Hard wood handles,
Strong malleable ferrules.
For sale by Hardware Jobbers.



F. E. CARPENTER,
Sole manufacturer,
105 Park Place, NEW YORK.

CHAS. J. STEBBINS & CO.,

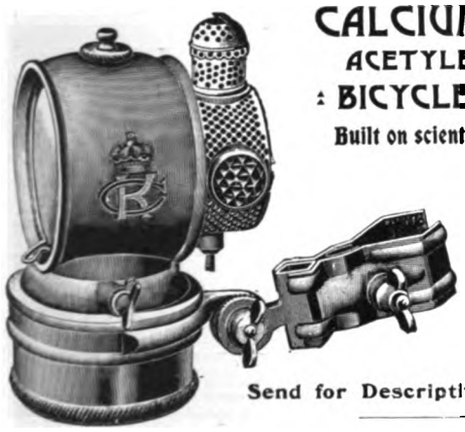
103 READE STREET, NEW YORK.

. . . AGENTS FOR . . .

Olive, Envoy, Fleetwing and Demorest

... BICYCLES ...

FULL AND COMPLETE LINE OF SUNDRIES.



CALCIUM KING ACETYLENE GAS : BICYCLE : LAMP :

Built on scientific principles.

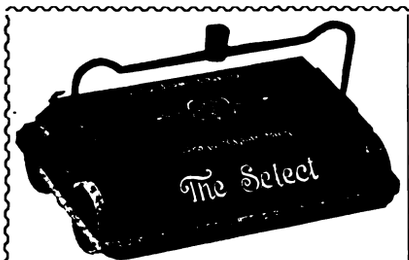
NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.



LIBERAL SPRING OFFER. 13 SWEEPERS FOR ONE DOZEN.

Write for Particulars.

We Make All Kinds
. . . High Grade--Medium Grade--Cheap Grade.

Goshen Sweepers Are *Guaranteed* the Easiest Running Sweepers manufactured. Best Finished, Best Constructed.

SPECIAL INDUCEMENTS FOR SPRING.

Handsomely Illustrated Catalogue furnished on application.

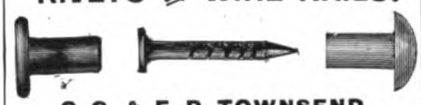
Goshen Sweeper Co.,

EVERY SWEEPER WARRANTED. GRAND RAPIDS, MICH.

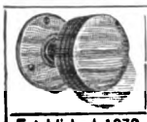
Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

Seed's Reversible Self-Cleaning ... WATER FILTERS
BRASS, NICKEL PLATED.
No. A1 Per dozen, $4 00 No. 3 Per dozen, $1.50
No. 2 " " 2 50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.
J. H. SEED, Manufacturer,
21 and 23 Centre Street, - - NEW YORK.

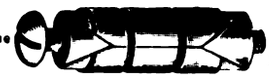

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
... Manufactured by
Established 1870.
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WILLIS SAP SPOUT

In one piece with hook. Handsomely made from tinned malleable iron. Far superior to all others. Full line of other Maple Sugar Goods.
WILL NOT BREAK. Send for Circular.
CHARLES MILLAR & SON, Utica, N. Y.

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.,
SOLE MANUFACTURERS, Philadelphia.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J.

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man with six years' experience with a large wholesale Hardware house in Boston desires position as traveling or home salesman in manufacturing or jobbing house. Moderate salary. Address "HARDWARE," care General Delivery, Boston, Mass.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address Box 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (28), American, Southerner, has had four and a half years' experience as machinist and two years in Hardware store direct, wishes to connect himself with Hardware house, where he can make himself generally useful. Best references. Address Box 60, care HARDWARE, No. 143 Chambers Street, New York.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address Box 95, care of HARDWARE, No. 143 Chambers Street, New York.

BUILDERS and general Hardware salesman of eight years' experience on road and in store desires situation where push, good habits and ability will be appreciated. Am competent to take charge of buying and selling of above and can give best of references. Address W. V. S., care HARDWARE, No. 143 Chambers Street, New York.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address Box 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address Box 89, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

PRACTICAL Hardware salesman wants good selling line of builders or house-furnishing Hardware on commission. Chicago and vicinity retail trade. W. S., No. 259 Harrison Street, Chicago, Ill.

Digitized by Google

Side Line Wanted.

A MANAGER and salesman for a horse shoe manufacturer, having a branch at Detroit, Mich., wants another line to handle. If desired, will furnish office and storage free. Address for two weeks, B., No. 229 Putnam Avenue. Detroit, Mich.

SIDE LINE WANTED by salesman calling on the brass goods and electrical manufacturing trades. "COMMISSION," care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Salesmen to sell our goods as a side line to the Hardware and house furnishing trade. Lloyd's woven wire hammock, wire door mats, etc. Through the East and South. A liberal commission paid. WHITE MFG CO, Minneapolis, Minn.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

A Hardware Store Needed.

WANTED—An experienced man with sufficient capital to open a Hardware, housefurnishing and implement store in one of the best towns in Western Pennsylvania. No competition; large population; town has natural gas, paved streets, water works, etc.; needs the store to supply the large demand. Address S. MORGAN, Freedom, Pa.

Hardware Business For Sale.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

AN exceptional opportunity to buy a Hardware stock of about $10,000, in a city in Massachusetts of over 64 000 inhabitants Satisfactory reasons given for selling. Address BIGELOW & DOWSE CO., Boston, Mass.

EXCELLENT opportunity to buy out an up-to-date Hardware store with a fairly moderate capital. Address "EXCELLENT," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

FINE opportunity to purchase an old-established stand within ten miles of Boston; 38 foot frontage, rear entrance. Stock well selected of builders' and shelf Hardware. Fair bicycle trade and good opportunity for adding bicycle repairs. Owners moving away reason for selling Address "UNUSUAL OPPORTUNITY," Box 167, Boston, Mass.

HARDWARE, coal and lumber business in a town of 3000 population. No other Hardware store or lumber yard within ten miles. Inventory January 1, 1890, $10,000. A rare chance to right party. Address J. C. SENDEL, Weatherly, Pa.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, stoves and tinware, paints, oils, plumbing and tinning, steam and hot water heating; water works now going on, can have the tapping of mains. Established ten years and no opposition. Right party can make $1500 per year over expenses. Nearest Hardware, ten miles in a thriving town in Pennsylvania. Will sell property if wanted or will rent reasonable. Reason for selling, going to retire from business. Address BOX 92, care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE business on Pacific Avenue, Tacoma. Stock inventories $20,000. Manager recently deceased and owners desire to sell. Business established in present location ten years ago. Address THE SYNDICATE CO, No. 503 California Building, Tacoma, Washington.

English Patent for Sale.

EDWIN G BENNETT, patentee and manufacturer of the "Boston Cold Storage" Butter and Cheese Cutters, notifies us of his desire to dispose of his English patent on this article. As a ready sale is being found in the United States for this cutter, which we believe enjoys the distinction of being the only tool of its kind on the market, it is reasonable to suppose that the foreign sale should be equally satisfactory. All inquiries should be addressed to E. G. BENNETT, No. 2 Parlin Street, Everett, Mass., U. S. A.

Patent for Sale.

ICE-SCRAPER or Shredder Patent for sale. Best and cheapest hand device yet made. Address "PATENTEE," care HARDWARE, No. 143 Chambers Street, New York.

File Factory for Sale.

ON Saturday, April 1, 1899, the plant of the late McClellan File Co. will be sold at the Saginaw County Court House, by the Circuit Court Commissioner, to satisfy mortgages about one-third the value of the plant, which will be sold entire, comprising real estate, buildings and all machinery. The factory has a capacity of 500 dozen files per day, and is one of the most thoroughly equipped file plants in the country. Plenty of cheap fuel. An elegant opportunity on a small capital to manufacture files for the trade, or to operate it as a re-cutting factory. For further particulars, address GEO. J. LITTLE, Saginaw, Mich., for mortgagees.

Agency Wanted.

EXCLUSIVE agencies for patented articles in the Hardware specialty and novelty line. SPERRY & ALEXANDER, No. 10 Warren Street, New York City.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

EXPERIENCED Hardwareman desires to represent manufacturers or jobbing houses of Hardware and house-furnishing, or anything in the building line. Have a very good standing among contractors and building fraternity of Cleveland, Ohio, and vicinity. Address CHAS. L. HEISER, care the Builders' Exchange, Cleveland, Ohio.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

English Agency Wanted.

A GENTLEMAN who has been in the Hardware and cutlery line in England for twenty-five years wishes to represent American houses in light iron and steel line, patented novelties, etc., or the sole sale for England on his own account. Address Box 96, care HARDWARE, No. 143 Chambers Street, New York.

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

Business Chance

FOR SALE—A complete table cutlery plant, with up-to-date machinery, all of which is nearly new, and in good order for immediate operation. A splendid opportunity for a few practical cutlery men, with limited capital, to build up a paying business, as the entire product can be sold on contract in advance.

For terms and particulars, address

J. B. WHITEHEAD,
Assignee National Cutlery Co.,
Rockford, Ill.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship and The Continuous Match

Were won by Rolla O. Heikes, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. Fulford and Le Roy B. Woodard.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,

315 BROADWAY, NEW YORK. ILION, N. Y.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

FOX CUTLERY CO., Ferry and Hudson Place,
MANUFACTURERS AND IMPORTERS, HOBOKEN, N. J.

A. E. HUTCHINSON,

Reliable . . . .
Circular and Band Saws, Filing Machines and Sets, Emery Wheels,

792 Broad St., NEWARK, N. J.

THE EXCELSIOR CARPET STRETCHER AND TACK HAMMER COMBINED



can be used by anyone. None better. Simple, effective, strong and compact.

Inquire of Hardware Jobbers or write . .

R. W. MONTROSS,
Manufacturer,
Galien, Michigan

TAPS, DIES, SCREW PLATES, REAMERS, Etc., Etc.



Send for Price List.

Wiley & Russell Mfg. Co.,
GREENFIELD, MASS.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

A. Chipman, Treas. THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

STERLING BELLS.



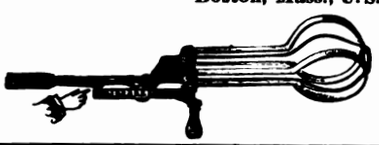
CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,

EAST HAMPTON, CONN.

EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.





The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

THE AUDIT COMPANY OF NEW YORK,

Equitable Building, 120 Broadway.

EXTRACT FROM BY-LAWS OF

THE AUDIT COMPANY OF NEW YORK.

ARTICLE XIV.

EXAMINATIONS TO BE CONFIDENTIAL.

Section 1. The results of all audits and examinations made by this Company shall be treated as strictly confidential by both the examiner and the manager of the Company. In all cases, unless otherwise directed or requested by the applicant, the reports of the Company shall be made in duplicate, one to be delivered to the applicant and the other to be sealed up and retained by the Company.

Sec. 2. In no case shall the duplicate report so retained by the Company be open to the inspection of the directors, officers, or employees of this Company, nor shall the contents be made known except upon authority of a resolution of the Board of Directors of the Company.

Sec. 3. Each officer and employee of the Company who shall participate in making examinations or audits shall, on entering the employ of the Company, make oath that he will not divulge any information obtained by him in the course of his employment relating to audits and examinations.

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 87 @ 40c
Musket, Waterproof, 1-10's..58 @ 60c
G. D 33 @ 35c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 35%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal 10&5%
Blank Cartridges, 32 cal.. 10&5%
Primed Shells and Bul'ts 15&5%
B. B. Caps, Round Ball 25&10%
B.B. Caps, Con. Ball, Swgd....25&10%

PRIMERS—
Berdan Primers 10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers 10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&5%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax.. 65%

SHELLS, LOADED—
"New Club," Black Powder... 40&5%
"Black Club," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
"Trap," Nitro Powder...40&10&10&5%

GUN WADS—₩ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
20%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag $1.45
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag $ .35
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag $1.70
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag $ .40
Buck Shot, 25-lb bags, ₩ bag...$1.70
Buck Shot, 5-lb bags, ₩ bag....$ .40
Chilled Shot, 25-lb bags, ₩ bag.$1.73
Chilled Shot, 5-lb bags ₩ bag..$ .40
Dust Shot, 25-lb bags, ₩ bag....$2.10
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each .25
F, FF, FFF, in canisters of ½ lb each .15
F, FF, FFF, in canisters of ¼ lb each .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each 4.00
F, FF, FFF, in ½ kegs of 12½ each 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each 1.25
Meal Powder, In kegs of 25 lb each 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each 2.25
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each 1.50
Fourth of July Powder, In kegs of 2 lb each 2.25
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb...$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb 1.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder $22.00
Half Kegs, equal in bulk to 12½ lb Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder 5.75
Canisters, equal in bulk to 1 lb Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose, Camp's Success ₩ doz. $3.80
Gallen Safety ₩ doz. $3.75
Hartman's Pivot ₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye ₩ doz. $3.25
Western ₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire ₩ doz. pairs. .75
Burton's, No. 2 ₩ doz. pairs. .75
Burton's, with bolt holder, No. 1 ₩ doz. pairs. $1.00
Kohler's:
Invisible, No. 3 ₩ gro. $6.60
Perfect, No. 2 ₩ gro. $7.00
Bolt Holder, No. 1 ₩ gro. $9.00

Anvils—

American "Horse-Shoe" 9¼@9¾c
Armitage's Mouse Hole 8¾@9¼c
Eagle Anvils, ₩ lb 9c 15@15&5%
Hay-Budden, Wrought 8¼@8¾c
Peter Wright's 9¾@10¼c
Samson 4 & 10%
Trenton 8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's 40@40&10%
Millers Falls (with drill) $18.00..30%

Augers and Bits—

Boring Machine 75&10@80%
Common Auger Bits 75&10@80%
Cook's N. H. Copper Co 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 60%
Nobles Double Spur, No. 32 70&10%
No. 10 Extension Lip 40@40&10%
No. 10 Extension Lip pattern car bit 40@40&10%
Pat. Car Bits, No. 10 40%
Pat. Car Bits No. 30 50&10@60%
Ring Augers 70&10%
Pugh's Black 20%
Snell's Jennings' Pattern 70%
Snell's Car Bits 60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 25&10%
Douglass' 33⅓@33⅓&10%
Ives 33⅓@33⅓&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 20%

EXPANSIVE BITS—
C. E. Jennings & Co 33⅓&5
Clark's small, $18.00 50&10@60%
Clarks' Large, $36.00 50&10@60%
Ives' Model, ₩ doz. $60 50@50&10%
Swan's 40@40&10%

DOUBLE CUT GIMLET BITS—
Common ₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.25 40&10%
Douglass' 40&10@50%
C. E. Jenning & Co. 50%
Ladds' 70%
Shepardson's 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40% for metal 60%
Cleveland Wood Bits for Brace 50&5%
Detroit 60@70%
K. & F 60&10&10&5%
Morse 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland 60&10%
K. & F. Straight Shank 60&10%
Morse Straight Shank 60%
New Process 60&10%
Standard 60&10%
Syracuse 60&10%
W. & B. Diamond 60&5@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—
L'Hommedieu's 15&10@15&10&5%
Snell's 30&10@40%
Watrous' 40%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad, ₩ gr. $3 00@$3.25
H'ld Scratch ₩ gr. $3.50@$4.00
Pat. Peg ₩ gr. 33@35c
Sewing, Com. ₩ gro., 55c@$1.00
Should. Peg ₩ gr. $1.35@$1.45
Shouldered Brad. ₩ gr. $1.50@$1.65
Socket Scratch ₩ doz. $1.00@$1.10
Stanley Rule & Level:
Handled Brad 40&10%
Patent Pegging 50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.50 40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½&@50%
Peck's:
Champion Blade 45%
Empire Brand 50&10%
Fayette R. Plumb:
Broad, New List 40&7½%
Lathing 40&12½%
Shingling 40&12½%
Warehouse 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co..
Broad. 50&5%
Shingling and Claw 50&5%
Lath, Hunters' etc 50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box .15
2-lb box .25
10-lb pail $1.20
25-lb keg $2.75
50-lb keg $5.00

Balances—

Chatillon's:

	No. 2000	20	30
₩ doz.	75c	85c	$1.65 net

Circular Balances 60%
Straight Balances 50%
Circular Spring Balances.50&10@60%
Common 24 lb. ₩ doz. 80c net.
Ice 50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—
National 30%

Beef Shavers—
Enterprise:
Japanned, each, $6.50 25@30%
Tinned, each, $7.50 25@30%

Bells—

HAND—
Extra Heavy Brass 65&10%
Light Brass 70&10%
Globe (Cone's Patent) 40@40&10%
Silver Chime 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's 40@40&10%
Gong, Barton's 40&10@50%
Gong, Yankee 55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke 50%
New Departure 45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List 75%
Texas Star 50&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's 70@70&10%
Hand 50&5@50&10%
Moulders 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye 60&10%
Shield High Grade 50&10%
War. 2 XL 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra..... 60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..⅌ doz. $4, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ⅌ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ⅌ ℔.....9¼@9½c
Standard, ⅌ ℔.....9¼@9¾c
Manila, ⅌ ℔.....10@10¼c
Pure Manila, ⅌ ℔.....10¾@10¾c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ⅌ doz. $15.00.....45%
Ives' ⅌ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..⅌ doz. $3.....33⅓%
Excelsior..⅌ doz. $10.00....50&10&5%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ⅌ gro. sets.....$5.50
Gorhams Improved Star Tenon ⅌ gro. $1.00.....25%
Merriman's Brass Lever ⅌ gr. $15.00
Merriman's Iron Lever ⅌ gr...$9.00
Millers Falls ⅌ set $1.00.....15&10%
Security Gravity ⅌ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ⅌ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....70@10%
Machine.....70@10%
Carriage, Common.....70%
Norway Iron, list Oct. '84.....70&10%
Phila., Eagle, list $3.00.....75&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96. 70&10%
Bay State, Fluted.....70&10%
Eagle Phila. list Feb. 26, '96.75&10%
Norway, Phila., list Feb. 26, '96. 70&10%
Common, list Feb. 28, '83.....70&10%
R. B. & W., list Oct. 16, '84.....70%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....70%
MISCELLANEOUS—
Sink.....70%
Sleigh Shoe.....75&10%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1 65, $2.50
Nos..... 1 3 8
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....80%

Borers, Tap—
Common and Ring..... .20&10@35%
Enterprise..... 25@ 0%
Ives'..... 33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	3 00
Millers Falls.....		7.50 15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ⅌ gro.....$4.50@$5.00
inch, ⅌ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots. 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers $34.60
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list Apl 1, '99 40&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
R. S. & W.....33⅓&5@33⅓&5&10%
Nichols Bros.
Market round handle.....40%
Market flat handle.....30%
Mutton Choppers.....30%
Pork Choppers.....30%
Lamb.....30%
Family.....30%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%
Nichols Bros.....50%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow
Fast Joint, Light Narrow
Fast Joint, Broad
Loose Joint
Loose Pin
Table Butts, Back Flaps, etc.
} 75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....⅌ gross $1.75@$1.90
Goodell's Acme.....⅌ gr. $6.00
No. 5, Iron Handle, ⅌ gr....$2.00@2.25
Sardine Scissors...⅌ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ⅌ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ⅌ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Bullard's.....33⅓%
Cast Iron Steel Points, ⅌ doz.75@80c
Cast Steel, Polished.....⅌ doz. $2.25
Socket.....⅌ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Amer. Queen. .....⅌ doz. $27.00
Crystal. ..⅌ doz. $36 00
Gold Medal. ..⅌ doz. $24.00
Grand. ..⅌ doz. $36.00
Grand Rapids. Cyclo Bearing. ..⅌ doz. $22.00
Hall. ..⅌ doz. $60.00
Prize. ..⅌ doz. $24.00
Premier. ..⅌ doz. $24.00
Superior. ..⅌ doz. $24.00
Welcome. ..⅌ doz $24 00
Crown Jewel, japan finish, ⅌ doz $19.00
Crown Jewel, nickel, ⅌ doz. $21.00
Furniture Protector, Japan.....⅌ doz. $22.00
Furniture Protector, Nickel.....⅌ doz. $24.00
"Standard A," Jap...⅌ doz. $20.00
"Standard A," Nick..⅌ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....⅌ doz. $2.00
Child's.....⅌ doz. $2.50
Little Daisy.....⅌ doz. $1.50
Little Jewel.....⅌ doz. $6.00
Little Queen.....⅌ doz. $3.50
Misses.....⅌ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ⅌ doz. net $18.00
"Criterion," ⅌ doz. net.....$16.00
"Popular," ⅌ doz net.....$12.00
"Sovereign," Jap. ⅌ doz. net.$17.00
"Sovereign," Nic. ⅌ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap $18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic..$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22.00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Aotion, Nic.....$24 00
Our Pest, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$21.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72 00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60& 0%
French or Phila.....60@66⅔&5%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix). 60@60&5% Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....60&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔&5%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....⅌ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....⅌ gro 9 88
¾x4 Tubes Pioneer Brand Rubber Cement.....⅌ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....⅌ gro. $6.60

Chain—
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$5.35	4.35	3.35	3.10	2.95	2.85	2.55	2.50

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg Co, Halter Chain..45&2½
Covert Mfg. Co. Heel Chain..45&2½
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains, New List.....70&5%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ⅌ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10&5% 75&15&2½%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Rox.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ⅌ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $8.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00....25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50. 25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....⅌ doz. $3.00
Star Shank.....⅌ doz. $3.75
Star Socket.....⅌ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00...15%
New '98, Chicago..Each $8.75...15%
TOILET
Chicago Flexible Shaft Co.'s:
Mascot.....⅌ doz $7.50 net
Monitor.....⅌ doz. $4.00 net
Stewart Pat.....⅌ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....20@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....℔ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ℔ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....℔ gro. $3.75
Emerald.....℔ gro. 5.00
Oriole.....℔ gro. 5.00
Rainbow.....℔ gro. 2.81
Solid.....℔ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20,'96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ℔ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ℔ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ℔ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40% & L. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ℔ doz.....$15.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3 00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz , $85.00

Egg Beaters—
Dover Stamping Co:
New Dover, ℔ doz. 75 cts. gro. $7.50
Extra Family Size....℔ doz. $2.00
Keystone.....33⅓%
Spiral.....℔ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....℔ gro. $5.25
Dover, No. 10.....℔ gro. $5.50
Dover, Steel Handle No. 10, ℔ gro.....$7.50
Dover, Extra Heavy, No. 15, ℔ gro.....$14.00
Rival.....℔ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ℔ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ℔ ℔.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt .....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ℔ ℔.
Tube, Speaking.. $21.00 ℔ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ℔ doz.
Whistles, Speaking Tube, Porcelain.....75c ℔ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each. Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CF FF.
Kegs, ℔ ℔..4½c	5c	8c	
½ kegs, ℔ ℔.4½c	5½c	8½c	
¼ kegs, ℔ ℔. 5c	5½c	8½c	
10 ℔ cans, 10 in case.... 6c	6½c	5½c	
10 ℔ cans, less than 10.. 10c	10c	8c	

Enameline—
No. 4, ℔ gro.....$4.50
No. 6, ℔ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co: No. 2-A High Pressure Double Walled.....$36.23
No 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....℔ doz. $3.00
Popes.....℔ doz. $3.00
Wilkinson's.....℔ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%

Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ℔ doz. $36.00.....40%
Lane's ℔ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz , $7 50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B .....per doz., $8.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....30%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:

A 1, $4.00	No. 2, $2.50	No. 3, $1.50	No. 4, $1.00	℔ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
℔ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
℔ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ℔ 1000 ft..$2.60
Common Cotton Fuse, ℔ 1000 ft.$2.90
Single Taped Fuse....℔ 1000 ft.$3.50
Double Taped Fuse...℔ 1000 ft.$4.70
Triple Taped Fuse....℔ 1000 ft.$5.70
White Gutta Percha Fuse, ℔ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....℔ doz. $2.50
In lots of 3 doz.....℔ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ℔ doz $2.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list.... 10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ℔ gr. $4.00@4.25
Double Cut, ...40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....℔ gr. $1.50
Assorted 2 and 3.....℔ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....℔ gr. $3.00
Assorted 2 and 3.....℔ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....℔ doz. $9.00
Edgar's Nutmeg..℔ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....℔ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....60&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....℔ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75 ....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 ℔...℔ ℔ 40c
3 to 5 ℔.....℔ ℔ 36c } 80@80&5%
Over 5 ℔.....℔ ℔ 30c
Heavy Weights .....80@80&10%
Wilkinson's Smiths....9½c@10c℔ ℔

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

Digitized by Google

Drawer Handles.....90%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.65
Japanned, with Plate.....$1.10
Japanned, without Plate.....85c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....55&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60&10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 33½.....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr., $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $3.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2 %
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60&5%
New Model.....40&5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....50&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz.....40&10%
Wrought.....85&10&5@90%
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate.....
Rolled Raised.....} 70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ₩ lb., 6c. 14 to 36 in. ₩ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb. 2¾c; 14 to 20 in., ₩ lb. 3½c; 22 to 36 in., ₩ lb. 2¼c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges.....70@70&10%
Heavy T Hinges ...75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....80&10@80&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....80%
Champion.....60%
Zeil's American.....80%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....7%
Tuscan Surface, Double.....70%
Vigilant.....60&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....₩ gro. $8.00
Columbia, No. 18.....₩ gro. $24.00
Crown.....30%
Gem.....33⅓%
Knoxall.....₩ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...₩ doz $7.80.....60@60&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.20..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....80&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....80&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....80&10%
Champion Gravity Locking, No. 75.....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....80%
Niagara Gravity Locking, Nos 1, 3 and 5.....80&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....80&10&5%
Stenger's Positive Locking.....75%
W. H. Co.'s No. 3 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.80.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $3.75 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton.....80&7½%
Dunlap's Boys', Ladies', Toy.....80%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz $4.00
Mattock Hoe.....₩ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....₩ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....80&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—
Hill's:
Rings.....₩ gr. boxes..$3.00@3.25
Ringers.....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers, ₩ gro. $9.00
Perfect Rings.....₩ gro. $7.00@7.50
Perfect Ringers.....₩ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&1 %
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....60&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans, 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&10&10 1 %
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....80%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....60&10%
Crescent, Coat and Hat.....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&30%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. C.....25c 23c 22c 21c 21c. 40&10%
American, all sizes, 9½@10c.....net
Ausable.....25c 25c 25c 24c 23c. 40&10&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..25c 25c 25c 24c 23c 40&5&2%
Clinton Fin.19c 17c 19c 15c 14c. 20&10&5%
Essex.....23c 23c 25c 24c 23c. 40&10@50%
Lyra, all sizes.....9½c., net
Maud S.....23c 23c 22c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n.23c 25c 22c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's..$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@7.50
Hartford Side-Weight, Light and Medium.....$6.50@7.50
Perkins Improved Snow.....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....30&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools.....₩ doz. $4.00
Sargent's Ice Awls.....5%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00... 25@30%
No. 34.....₩ doz. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@20%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Nichols' Butcher Knives.....50%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 3½ in. Bead, ₩ gr.....$1.25@$1.50
Carriage, Jap.....₩ gro. 80c, 60&10%
Door Knobs, Hemacite.....50&10%
Door Mineral.....₩ doz. 60@65c
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel...₩ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 40%

Digitized by Google

Latches—

Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—

Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$6 00	$6.25	$6.50 each net

Pennsylvania....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.
$15.00	$17.00	$19.00	$21.00 each. 60%

Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—

Enterprise....35&30%
Gibbs' Arc....℔ doz. $10.00
Gibbs' Hustler....℔ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

No. 1,	No. 2,	No. 3,
℔ doz. $12.00	$15.00	$24.00..35%

Leaders—

Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....℔ ℔ 6¾c
Lead Pipe, Tin Lined....℔ ℔ 12½c
Block Tin Pipe....℔ ℔ 22c
Sheet Lead, full rolls....℔ ℔ 7¾c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ℔ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ℔ doz. $9.60
Jennings' Star...℔ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....℔ doz. $6.00 30&10@40%
Wood, Common ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60 &10%
Sargent's....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50. 30%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....6(&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Yale....net prices

CABINET—

Eagle Lock Co....37½%
Corbin....37½%
Yale....37½%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices

TRUNK—

Corbin's....25%
Eagle....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—

Cronk's Garden....33⅓%
Regular Goods....75%

Meat Cutters—

American....30%

Nos.	1	2	3	4	B	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's....℔ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.50	$5	$4	$6

Hales Pattern ℔ doz....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..℔ doz $26....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$88

Miles' Challenge ℔ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Woodruff's ℔ doz....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ℔ doz $60.00

Meat Juice Extractors—

Enterprise....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ℔ ℔..25c
No Name....℔ ℔..15c
Mystic....℔ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat....℔ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—

Matchless (Canton, O.). ℔ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....87½&10%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list..40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—

Black Hawk, per doz....$9.00
Eclipse....℔ doz. $18.00..25&10&10%
Giant, No. 1, ℔ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....℔ doz $18.00, 20%
National....℔ doz. $24 00, 40%
Pelican....℔ doz $9.00, 40@40&10%
Scranton No. 2....℔ doz. $10.00
Scranton No. 3....℔ doz. $9.00

Nail Sets—

Buck Bros....27½%
Cannon's Diam'd Point℔ gr.$12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled....℔ gro. $10.00
Hunters' Cup Point, Plain....℔ gro. $9.00
Octagon....℔ gro. $4.00@$4.75
Round, assorted....℔ gr. $3.00@3.25
Square....℔ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—

Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—

Acme, Japanned, ℔ gross $30.00..40%
Acme, Nickel Plated, ℔ gro. $3 .00 20%
Turner & Seymour Mfg. Co....50%

Nuts—

Cold Punched, Square, off list. $5 80
Hex, off list....$6.10
Hot Pressed, Square, off list..$6.10
Hex, off list....$6.80

Oilers—

Brass and Copper....50&10%
Cushman & Denison's:
Gem....℔ doz. .50
Leader....℔ doz. .60
Perfect Oilers....℔ doz. $1.50
Star Pocket Oilers....℔ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable. Hammers, New Style, 10&5@2½%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ℔ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ℔ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1⅛ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ℔ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ℔ ℔....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ℔ doz....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ℔ ℔....24
" 2x2x⅛, extra selected..40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanizing, Pure per ℔ 70c....30&5%
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing....9c@10c ℔ ℔
Cotton Packing....13c@14c ℔ ℔
Italian Packing....11c@12c ℔ ℔
Jute....5¼c@5½c ℔ ℔
Russian Packing...12½c@13½c ℔ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance....℔ doz $4.50
Baldwin....℔ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....℔ doz 12.00
Improved Bay State.℔ dz..$27@30.00
Little Star....℔ doz 4.00
New Lightning....℔ doz 5.50
Penn....℔ doz 8.75
Perfection....℔ doz 4.00
Reading, 72....℔ doz 4.00
Reading, 78....℔ doz 7.00
Scott's Pat. Rotary. ℔ doz $15.00, 20%
Turntable, Old Style....℔ doz 4.50
Turntable, 1898....℔ doz 5.00
White Mountain....℔ doz 4.00

POTATO—

Saratoga....℔ doz 5.50
White Mountain....℔ doz $4.50

Pencils—

Dixon's:
Carpenters'....℔ gr. $2.25@7.75
Carpenter, Blue or Red Lead....℔ gro. 4.00@7.50
Lead....℔ gro. 2.18@4.38
Lumber....℔ gro. 6.87
Mascot, Hexagon....℔ gro. 4.75
Mascot, Round....℔ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%

IRON PLANES—

Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron...5&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@25&10&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....30&5@25%

Pliers and Nippers—

Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ℔ doz $12.00...25%
Flat and Round Nose,....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ℔ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ℔ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6c dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....35&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....35&10&10%
Wood's Extension Sight....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's....25%

Polish, Metal—

Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—

Dixon's Plumbago....℔ ℔ 8c
Joseph Dixon's....℔ gro $5.75, 10%
Gem....℔ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ℔ doz. $ .75; ℔ gr. $6.50
1½ qt. ℔ doz. $ .85; ℔ gr. $8.00
2 qt., ℔ doz. $1.15; ℔ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—

Disston's....2%
Kohler's:
Little Giant, No. 12...℔ doz. $12 00
Hercules, No 25....℔ doz. $10.00
Invincible, No. 6....℔ doz. $ 9.00
Pioneer, No. 714....℔ doz. $ 7.50
Lock Lever, No 20...℔ doz. $12.00
Universal, No 49....℔ doz. $12.00
New Champion, No.37 ℔ doz. $ 6.00
Iron Handle, No. 38...℔ doz. $ 5.00
Ryan's....℔ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Digitized by Google

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook....₩ doz $12.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₩ doz. $3 50
American, No. 33.....₩ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears 60%
Pruning Shears, Henry's Pat. ₩ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@30%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	⅛	⅝	¾
Barn Door, Light, In.			
Per 100 feet.....	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₩ foot.....2¼c
Barn Door, "None Better" No. 2, ₩ foot.....3½c
B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
O. N. T. Style.....₩ foot, 2 c
Competition.....₩ foot, 2½c
Double Braced.....₩ foot, 2¾c
Lanes' O. N.T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....85%
Sliding Door, Bronzed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Iron, Painted...₩ ft 3c
Sliding Door, Wr't Brass, 1½ in. ₩ ft, 36c.....80&10%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot, 60&10&3½%

Rakes—

Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $3.60
Boss, Garden, 18 teeth, net ₩ doz. $3.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₩ doz. $3.3 @$3.50
Jumbo.....net ₩ doz. $7.0 @$9.00
Paragon....net ₩ doz. $2.85@$3 00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&5&6⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—

New Nicholson Horse Rasp..70&10%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—

HOT AIR—

New list, Dec. 27, 1897:
Black Japanned.....50%
White Japanned.....40%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....50%
White Porcelain.....30%
Solid Brass and Bronze Metal.25%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs .....40@10&10%
Hose with burrs.....40@10&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk 70%
Block, and Carriage, in papers.70%
Hame 70%
Belt with burrs, tinned or coppered.....70%

Rivet Sets—

Regular list .....70@70&10%

Rollers—

Barn Door, Sargent's list..60&10&10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope

Cotton Rope, Best, ¼ in. and larger.....₩ ₤ 13 @14c
Medium, ¼ in. and larger.....₩ ₤ 10 @12c
Common, ¼ in. and larger.....₩ ₤ 8½@10c
Jute Rope.....₩ ₤ 5½@ 6c
Manila:
7-16 in. and larger..₩ ₤ 9½c
⅜ in.....₩ ₤ 10c
¼ and 5-16 in.....₩ ₤ 10½c
Hay Rope, Med.....₩ ₤ 9½c
Sisal:
7-16 in. and larger....₩ ₤ 8½c
⅜ in.....₩ ₤ 9c
¼ and 5-16 in.....₩ ₤ 9½c
Med. L'th Y'rn.....₩ ₤ 8½c
Hay Rope.....₩ ₤ 8½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....6 & 10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—

Chinese Laundry.....₩ ₤ 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₩ doz. $6.00
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₤ 2½@2¼c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ ₤ 3@3¼c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth .....50&10@60%
Garnet Paper. ..... 30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—

Giant.....40%
Monarch 50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—

Cable Laid Italian Sash...₩ ₤ 1(@15c
Cable Laid Russia....₩ ₤ 13½c@14c
Common India.....₩ ₤ 8½c@ 9c
Common Russia Sash.₩ ₤ 12½c@13c
Patent India.....₩ ₤ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ₤ 30c
"Samson" Braided Drab, Cotton.....₩ ₤ 35c
"Samson" Braided Italian Hemp.....₩ ₤ 33c
"Samson" Braided Linen, ₩ ₤ 56c
Silver Lake:
A Quality, Drab.....₩ ₤ 40c. 15@15&7½%
A Quality, White.....₩ ₤ 35c. 15@15&7½%
B Quality, Drab, ₩ ₤ 35c..... 15@15&7½%
B Quality, White ₩ ₤ 30c..... 15@15&7½%
United States:
B Quality.....₩ ₤, 18c
C Quality.....₩ ₤, 16½c
White Cotton, Hard Braided. ₩ ₤.16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Safety .....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob 65%
Wrought Bronze and Brass..62½%
Cast Iron.....66⅔&5%
Cast Bronze and Brass.....66⅔%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—

Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....20%

Saws—

Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular.....50@50&10%
Cross Cuts.....45%
Gang.....50@50&10%
Panel, Hand & Rip.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip..... 25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McFarlin Cross Cuts.....45&10%

HACK SAWS AND FRAMES—

Chatillon 30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Red, Polished and Varnished...₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Star.....25@25&10%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's. 33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₩ doz..... .....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—

Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $2.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool. Co.....10%

SIDEWALK—

Koehler's, Steel No. 7...₩ doz. $3.00

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil..... .....50&10%

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's.....70%
Electric Spiral No. 01, ₩ doz. $5.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%

Digitized by Google

Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....$ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles..70&10%
No. 66.....75&10%
Stell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓&
"Handy" Ratchet.....
Williamson's:
Beauty, $ doz.....$1.00 } 40%
Gem, $ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....8 &10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....80%
Coppered, Round Head.....75%
Drive Screws, Diamond Point..85%
Iron, Bright Flat Head.....85%
Iron, Br't R'd & Oval Head.... 82½%
Nickel Plated, Iron Flat Head....80%
Nickel Plated, Iron R'd Head....80%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron R'd Head....80%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895. 80&10&5%

BENCH, HAND, ETC.—

Bench, Iron, $ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech. $ doz $2.00@2.20
Chair..... 60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00..... 1[illegible]&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@60&10&5%

Seeders—

Raisin, Enterprise..... .....2[illegible]@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, $ Set.....$*.25
Surrey, No. 9, $ Set..... $2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. $ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks& Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....7[illegible]&10%
N caeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1882.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
O.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, $ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...$ doz. $1.75; $ gro. $18.00

Slaw Cutters—

Enterprise.....2[illegible]@30%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....$ gro. $15.00@$18.00
2 Knives.....$ gro. $30.0 @$37.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes..... ...70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....[illegible]0&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.'.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....$ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓&
Wood.....$ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10 &10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, $ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher 50%
Table 50%
Kitchen..... 5 %

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.... 25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&4 @90&50%
Common and Patent Brads..7 &10%
Finishing Nails.....80&25%
Gimp Tacks:
S. S .....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....8 &25%
Upholsterers' Tacks:
S S.....90&50%

MISCELLANEOUS—

Bill Nye Brad Box.....$ box $4.00
Bill Nye, Jr., Brad Box..$ box $2.00
Bonnie Blue.....$ box $1.00
Can Opener Carpet Tacks.$ gr. $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...$ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....$ doz. $1.00

Tapes, Measuring—

American Ass'a' Skin....40&10@50%
Leather Case .....25@25&10%
Steel.....35⅓&40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe.... .....85@85&10&5%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓&
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co: No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓&
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, $ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, $ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, $ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, $ doz.$1.60
Floor Hooks, ¾ in. $ doz. .55
Floor Pulley, Wood Sheave, Fig. 486, $ doz.....$2.25
Hanging Hooks for Double Steel Track, $ doz..... .50
Hanging Hooks for Single Steel Track, $ doz..... .50
Hanging Hooks for Wood Track, 10 in. $ doz..... .45
Hanging Hooks for Wood Track, 14 in, $ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 $ doz.$2.0

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .85
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 424, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch. ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1 50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 304.....₩ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $12.50
Mouse, Bonanza.....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ dz $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $18.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick.....30%
Garden.....40%
Plastering.....25%
Pointing.....30%
C. E. Jennings & Co.:
Brick..... ....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&50@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Vulcanizers—

National Cement & Rubber Mfg. Co No. 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....20%
Bright Wire Goods, Standard list 90&10@90&2½
Cast Steel Wire.....50%
Copper Wire.....20%
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 0 to 18...80&10@80&10&10%
Cop'd, Nos. 0 to 18.....80&10%
Galv., Nos. 0 to 18.....80&10%
Tin'd, Tinned list Nos. 0 to 18.... 75&10%
Picture Wire.....New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 & 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting 80&10@80&20%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.00@$1.10

Wire Rope—

List.
Cast-steel.....2½&2½&2% cash
Iron.....20&2½&2% cash
Iron, Galvanized..20&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.80

Wrenches—

Agricultural.....80@80&10%
Aiken's Pocket (Bright)..$2.00@3.30
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....80&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....55%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&3%
"Mechanics'."..... 40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme .....60@60&5%
Always Ready.....35@40&10
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1895, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...25
National Wringer & Mfg. Co., list Jan. 1, 1895.....25
Peerless Mfg. Co., list Feb., 1893...25
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....48c
Linseed, City, Boiled, in barrels ₩ gallon.....50c
Out of Town on Spot..₩ gal.....48c
Calcutta, Raw, in bbls....₩ gal. 58c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net.....@6¼
In lots of 500 pounds and over, ₩ lb.....5½@5¾c
White Lead, Foreign, in Oil, ₩ lb 8½@9c
Litharge, Kegs, ₩ lb.....5½@6c
Zinc, American, Dry, ₩ lb....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1⅞
Putty in Bladders.....1⅞@2
Putty in Tins.....2@2¼

Spirits Turpentine—

In regular bbls.....47 @48c
In machine bbls.....46½@——c

Dry Colors—

Blue, Chinese	₩ lb	30	@35 c
Blue, Prussian	₩ lb	29	@35
Blue, Ultramarine	₩ lb	6	@30
Sienna, Italian, burnt & powdered	₩ lb	4½@10	c
Sienna, Italian, raw & powdered	₩ lb	3	@7 c
Umber, Turkey, burnt	₩ lb	2½@3¼	c
Umber, Turkey, raw	₩ lb	2½@3½	c
Green, Chrome, Ordinary	₩ lb	4	@11 c
Green, Paris, in bulk,	₩ lb	15	@1 c
Indian Red, American	₩ lb	2½@	3 c
Indian Red, English	₩ lb	4½@	5½

Colors in Oil—

Black Lampblack, Best	₩ lb	13	@15 c
Black Lampblack, common	₩ lb	7	@ 10 c
Blue, Chinese	₩ lb	35	@40 c
Blue, Prussian	₩ lb	25	@35 c
Blue, Ultramarine	₩ lb	16	@20 c
Sienna, bur't	₩ lb	14	@18 c
Sienna, raw	₩ lb	14	@18 c
Umber, burnt	₩ lb	12	@16 c
Umber raw	₩ lb	12	@16 c
Brown, Vandyke	₩	12	@16 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.

Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.

Fernald Mfg. Co., North East' Pa.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils

Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.

E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Lafiin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.

Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.

The Audit Co., New York, N. Y.

Augers.

Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.

Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.

Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Basin Plugs.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.

Magnolia Metal Co., New York.

Bath Room Specialties.

Huebel & Manger, Brooklyn, N.Y.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.
New Departure Bell Co., Bristol, Conn.
Partrick, Carter & Wilkins, Philadelphia.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Rosendale-Reddaway B. & H. Co., Newark, N. J.
See Rubber Belting.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
L. M. Jones Co., Winsted, Conn.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Calcium King Lamp Co., Waterbury, Conn.
Codling Mfg. Co., Bristol, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Iver Johnson's Arms & Cycle Works. Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Miller & Van Winkle, Brooklyn, N. Y.
New Departure Bell Co., Bristol, Conn.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Wm. Read & Sons, Boston, Mass.
Remington Arms Co., New York.
Shoverling, Daly & Gales, New York.
Pickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport. Conn.
Standard Tool Co., Cleveland, O.
Chas. J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr. & Co., Philadelphia.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Blind Hinges.

Stanley Works, New Britain, Ct.

Bits.

Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.

Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Bolt Clippers.

H. K. Porter, Boston, Mass.

Boxes.

Folding Paper Box Co., South Bend, Ind.

Box Openers.

Smith & Hemenway Co., New York, N. Y.

Box Straps.

Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Peck, Stow & Wilcox Co., New York, N. Y.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Brass Goods.

Loeb & Co., New York.

Brass, Manufacturers.

Scovill Mfg Co., Waterbury, Ct.
Waterbury Brass Co., New York

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butter and Cheese Cutters.

E. G. Bennett, Everett, Mass.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.

Eagle Lock Co., Terryville, Conn., and New York.
Fox Cutlery Co., Hoboken, N. J.

Calipers.

Alfred Field & Co., New York.

Cartridges.

Peters Cartridge Co., Cincinnati, Ohio.

Car Sealers.

Charles Morrill, New York

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stam Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philad
Goodell Co., Antrim, N. H

Chisels.

Braunsdorf-Mueller Co., Elizabeth, N. J.
Underhill, Clinch & Co., New York.

Chucks.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers.

John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.

Edward Darby & Sons, Phila., Pa.
Harrington & King Perforating Co., Chicago.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Corn Hooks.

Withington-Cooley Mfg. Co., Jackson, Mich.

Cotton Duck.

Mt. Vernon Co., Baltimore, Md.

Digitized by Google

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.

Jos. Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co, Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
E. S. Hulbert & Co., Bernardston, Mass
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co, Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Display Brackets.

John N. Hager, Ft. Atkinson, Wis.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
John Toler, Sons & Co., Newark, N. J.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co, New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drop Forgings.

Billings & Spencer Co., Hartford, Conn.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dust Beaters.

Planet Mfg. Co., Springfield, Mass.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Eave Trough Hangers.

John W. Bell & Co., Mercer, Pa.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Partrick, Carter & Wilkins, Philadelphia.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

E. P. Bellows Agricultural Co., New York
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Farriers' Tools.

Heller & Brothers, Newark, N. J.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Johnson & Bro., Newark, N. J.
Kearney & Foot Co., New York.
Nicholson File Co., Providence, R. I.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind.

Food Cutters.

Peck, Stow & Wilcox Co., New York, N. Y.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
F. E. Carpenter, New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Ulrich Mfg. Co., Rock Falls, Ill.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.

F. E. Carpenter, New York.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Fayette R. Plumb, Phila., Pa.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
Darling, Brown & Sharpe, Providence, R. I.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
J. O. McCarty & Co., New York, N. Y.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd-Tanner Co., New York N. Y.
Browne & Manfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
Charles Miller & Son, Utica, N. Y.
Niles Mfg. Co., Chicago.
Charles Mortill, New York.
Pelouze Scale & Mfg. Co., Chicago
W. W. Pryor Hardware Co., New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Dressing.

Frank Miller Co., New York, N. Y.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Digitized by Google

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Hoops.

Weaver, Palmer & Richmond, Rochester, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Horse Shoes.

Bryden Horse Shoe Co., Catasauqua, Pa.

Hose Couplings.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lantern Holders.

W. C. Ladd, Bristol, Conn.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Philadelphia Lawn Mower Co. Philadelphia, Pa.
Supplee Hardware Co., Philadelphia, Pa.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.
Colwell Lead Co., New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Corbin Cabinet Lock Co., N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
United States Steel Lock Co., Clinton, Ia.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Mfgs. Agents.

Wiebusch & Hilger, Ltd, New York, N. Y.
Joseph F. McCoy Co,, New York, N. Y.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metal Goods.

W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Maltby Henley Co., New York.
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York, Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York

Office Railings

Edward Darby & Sons, Philadelphia.

Oils.

Dean Linseed Oil Co,, New York.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York
Tower & Lyon, New York.

Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Standard Lighting Co., Cleveland, O.
Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Miller Lock Co., Philadelphia, Pa,
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Cover.

Niagara Paper Mills, Lockport, N. Y.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn, and New York.
I. Rolfe, New York.

Pincers.

Washington Tool Co., Owatonna, Minn.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Digitized by Google

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.
W. H. Sweeney Mfg. Co., Brooklyn, N. Y.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Pokers.

Troy Nickel Works Albany N. Y

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
O. P. Schriver & Co., Cincinnati, Ohio.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.
Smith & Egge Mfg. Co, Bridgeport Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Swedish Razor Co., Worcester, Mass.

Razor Strops.

William A. Shull, Philadelphia.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Cooper & McKee, Brooklyn, N. Y.
Eclipse Refrigerator Works, Burlington, Vt.
Grand Rapids Refrigerator Co., Grand Rapids, Mich.
Keyser Mfg. Co., Chattanooga, Tenn.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Baxter Schenkelberger & Co., Boston, Mass.
Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Balances.

Caldwell Mfg. Co., Rochester N. Y.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Chicago House Wrecking Co, Chicago, Ill.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saw Blades.

Millers Falls Co., New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Filers.

A. J. Wilkinson & Co., Boston, Mass.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Saw Vises.

Seneca Falls Mfg. Co., Seneca Falls, N. Y.

Scales.

John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelph'a
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

School Benches.

Chandler & Barber, Boston, Mass.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
National Shear Co., New York.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Digitized by Google

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Spouts.

Charles Millar & Son, Utica, N.Y.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Miller & Van Winkle Co, Brooklyn, N. Y.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., Milwaukee, Wis.

Steam Boiler Inspectors.

Hartford Steam Boiler Insp. & Ins. Co., Hartford, Conn.

Steel.

Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E. Myers & Bro., Ashland, Ohio

Stoves.

Dangler Stove & Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.
Geo. B. Scovill, Waterbury, Conn.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.

Diamond Hardware Co., Boston.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.

Tacks.

Atlas Tack Co., Taunton, Mass.
Salem Nail Co., New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Thuroscopes.

Bayer & Co., Philadelphia.

Tiles.

Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Time Recorders.

A. C. Nans & Co., New York, N.Y.

Tin.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrenoh Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Maltby Hen ey Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Traps.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Wm. Johnson, Newark, N. J.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

C. T. Williamson Wire Novelty Co., Newark, N. J.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Twine.

Samson Cordage Works, Boston.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vapor Stoves.

Dangler Stove & Mfg. Co., Cleveland, Ohio.

Vases, Flower.

Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.

E. P. Bellows Agricultural Co., New York.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Wholesale Hardware.

Albany Hdw. & Iron Co., Albany, N. Y.
C. A. Bavnon Co., New York, N.Y.
W. B. Belknap & Co., Louisville, Ky.
Bigelow & Dowse Co., Boston, Mass.
Farwell, Ozmun, Kirk & Co., St. Paul, Minn.
C. W. Hackett Hdw. Co., St. Paul Minn.
Dana Hardware Co., Boston, Mass.
James C. Lindsay Hdw. Co., Pittsburgh, Pa.
J. H. Fall & Co., Nashville, Tenn.
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Lockwood-Taylor Hdw. Co., Cleveland, O.
Lowan-Gregg Hdw. Co., Pittsburgh, Pa.
Rector & Wilhelmy Co., Omaha, Neb.
Smith Bros. Hdw. Co., Columbus, O.
Van Camp Hdw. & Iron Co., Indianapolis, Ind.
Wm. Frankfurth Hardware Co., Milwaukee, Wis.
Weed & Co., Buffalo, N. Y.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Window Weights.

Barney & Reed Mfg. Co., Boston, Mass.

Wire, Manufacturers.

Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Loeb & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Gates, Fences and Fencing.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

C. H. & E. S. Goldberg, New York.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.

Armstrong Mfg. Co., Bridgeport, Conn.
Bemis & Call Hardware & Tool Co., Springfield, Mass
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
Peck, Stow & Wilcox Co., New York, N. Y.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.
Whiting Mfg. Co., Northborough, Mass.

Writing Machines.

Bindley Hardware Co., Pittsbur Pa.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc.

Bruce & Cook, New York.

Zinc Nails and Tacks.

Salem Nail Co., New York.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

Albany Hardware & Iron Co.... 75
Allerton-Clarke Co.....117
A. P. W. Paper Co..... 4
American Ring Co.....18
American Shearer Mfg. Co.....174
Ames Sword Co..... 8
Arcade File Works.....117
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....20
Atkins (E. C.) & Co..... 64
Atlas Bolt & Screw Co.....194
Atlas Mfg. Co..... 1
Atlas Tack Co..... 63
Audit Co.....176
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 6
Bardsley, Jos.....149
Barnes (Wallace) Co.....151
Barnett (G. & H.) Co.....194
Barney & Reed Mfg. Co.....94
Barney & Reed Mfg. Co.....155
Barrett, W. L..... 1
Baxter Schenkelberger & Co.... 78
Bayer & Co.....36
Baynon (C. A.) Co.....138
Belknap (W. B.) & Co..... 66
Bell (John W.) & Co.....155
Bellows (E. P.) Agricultural Co..193
Bennett, E. G.....126
Bemis & Call Hardware & Tool Co..... 13
Berger Bros Co.....20
Berger, L. D..... 4
Bicycle Step Ladder Co.....10
Bigelow, J. F.....184
Bigelow & Dowse Co.....118
Billings & Spencer Co..... 9
Bindley Hardware Co..... 90
Bissell Carpet Sweeper Co.....157
Boardman (Luther) & Son.....178
Bommer Bros.....194
Boston Belting Co.....12
Boston & Lockport Block Co.... 4
Brainerd-Tanner Co.....124
Brass Goods Mfg. Co.....176
Braunsdorf-Mueller Co..... 35
Bridgeport Gun Implement Co.. 31
Browne & Mansfield.....151
Bruce & Cook.....22
Bryan Mfg. Co..... 8
Bryden Horse Shoe Co..... 16
Burr Mfg. Co.....22

C

Calcium King Lamp Co.....173
Caldwell Mfg. Co..... 19
Capewell Horse Nail Co.....194
Carpenter (F. E.).....178
Cary Mfg. Co.....120
Chadborn & Coldwell Mfg. Co....28
Champion Safety Lock Co.....149
Champion Steel Range Co..... 2
Chandler & Barber.. 35
Chatillon (John) & Sons..... ...112
Chicago Flexible Shaft Co..... 4
Chicago House Wrecking Co.... 78
Clark & Cowles..... 6
Clark & Parsons Co.....137
Cleveland Stone Co..... 8
Cleveland Twist Drill Co.....194
Clinton Wire Cloth Co.....193
Clipper Lawn Mower Co.....24
Coates Clipper Mfg. Co.....14
Coates Clipper Mfg. Co.....135
Codling Mfg Co..... 1
Coes Wrench Co..... 8
Coldwell Lawn Mower Co.....134
Colwell Lead Co..... 72
Conroy (P. J.) Co.....10
Contractors' Plant Mfg. Co..... 176
Cooney, Seiner & Co..... 2
Cooper & McKee..... 38
Corbin Cabinet Lock Co..... 68
Covert Saddlery Works.....128
Covert Mfg. Co.....18
Covert Mfg. Co..... 67
Cronk Hanger Co..... 84
Cushman & Denison.....169

D

Dangler Stove & Mfg. Co.....84
Darby (Edward) & Sons 193
Dana Hardware Co.....103
Diamond Hardware Co,.....28
Dickinson, Thos. L.....153
Disston (Henry) & Sons..... 6
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 6
Dunbar Bros..... 1
Du Pont (E. I.) de Nemours & Co. 8

E

Eagle Lock Co.....116
Eclipse Refrigerator Works.....33
Edgar Mfg. Co. 38
Edwards Sad Iron Co.....124
Ellis & Helfenberger.....174
Enterprise Mfg Co. of Pa.....29
Enterprise Mfg. Co. of Pa..... 30
Erie Specialty Co..... 2
Estey Wire Works Co 149

F

Fall (J. H.) & Co..... 70
Farwell, Ozmun, Kirk & Co..... 90
Fernald Mfg. Co..... 92
Field (Alfred) & Co.....10
Field (Alfred) & Co..... 84
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....184
Fox Cutlery Co.....176
Frankfurth (Wm.) Hardware Co.124
Fuller Bros. & Co..... 2
Fuller Bros. & Co..... 23

G

Gilbert & Bennett Mfg. Co 193
Gillespie (Chas. H.) & Sons..... 6
Gloekler, Bernard.....28
Goldberg, C. H. & E. S.....24
Goodell Co.....33
Goshen Sweeper Co.....173
Gould Packing Co..... ...176
Graham (John H.) & Co.....99
Graham (John H.) & Co.....156
Grand Rapids Refrigerator Co..156

H

Hackett (C. W.) Hardware Co... 66
Hager, John N..... 27
Hanson & Van Winkle Co..... 2
Hanson & Van Winkle Co.....157
Hardwaremen's Exchange.....174
Hardware Publishing Co.....154
Harrington & Richardson Arms Co.....24
Hartford Steam Boiler Insp. & Ins. Co..... 27
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....33
Heller & Brothers..... 73
Heller (W. C.) & Co..... 6
Heller (W. C.) & Co.,
.....Inside Front Special Cover.
Hibbard, Spencer, Bartlett & Co. 89
Hill Dryer Co.....31
Hill Dryer Co.....156
Hill (N. N.) Brass Co.....176
Holmes & Edwards Silver Co.....10
Holroyd & Co..... 8
Holt Bros 138
Howard Iron Works.....34
Hulbert (E. S.) & Co.....198
Huebel & Mauger.....100
Hutchinson, A. E.....176

I

Iowa Farming Tool Co.....14
Ives (H. B.) & Co.....77
Ives (H. B.) & Co.....173

J

Jennings (C. E.) & Co..... 1
Jennings (C. E.) & Co.....124
Jennings (Russell) Mfg Co.....172
Johnson's (Iver) Arms & Cycle Works.....169
Johnson, William 76
Johnson & Bro..... 72

K

Kearney & Foot Co.....15
Kearney & Foot Co.....149
Keuffel & Esser Co.....157
Keyser Mfg. Co.....149
Kilbourne & Jacobs Mfg. Co.....170
Kimball Bros.....20
Kohler (F. E.) & Co..... 4
Kohler (F. E.) & Co..... 73

L

Ladd, W. C..... 19
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....171
Lancaster Machine & Knife W'ks.14
Lane Brothers Co..... 2
Leonhardt & Co.....173
James C. Lindsay Hardware Co. 74
Litchfield J. M.....173
Lockwood Mfg. Co.....127
Lockwood Taylor Hardware Co. 66
Loeb & Co.....151
Logan-Gregg Hardware Co..... 71

M

Magnolia Metal Co..... 1
Magnolia Metal Co.....196
Maltby Henley Co.....36
Martin, James F.....174
Mast (J. M.) Mfg. Co.....22
Mayhew (H. H) Co.....170
McCarty (J. C.) & Co.....119
McCoy (Joseph F.) Co.....155
McKinney Mfg. Co.....34
Merchant & Co.....20
Merchant & Co..... 93
Meyers (Fred. J.) Mfg. Co..... 27
Miles, Franklin S.....32
Millar (Chas.) & Son.....174
Millers Falls Co..... 87
Miller (Frank) Co.....104
Miller Lock Co.....135
Montross, R. W.....176
Morrill, Charles..... 7
Morrill, Charles.....93
Mossberg Wrench Co.....153

Digitized by Google

Mt. Vernon Co.....35
Mugford, A.....1
Myers (F. E.) & Bro.....22

N

Nanz (A. C.) & Co.....183
National Saw Co.....14
National Shear Co.....69
New Departure Bell Co.....21
New Departure Bell Co.....153
N. J. Car Spring & Rubber Co...178
New Jersey Wire Cloth Co.....191
New York Stamping Co.....4
Nicholson File Co.....94
Niles Mfg. Co.....2
Nock, Geo. W.....174
North Bros. Mfg. Co.....86
North Bros. Mfg. Co.....125
Norton Emery Wheel Co.....116

O

Osgood Scale Co.....113

P

Parlan & Orendorff Co.....36
Parry Mfg. Co.....84
Pastime Lawn Mower Co.....24
Peck (Fred W.) & Co.....39
Peck, Stow & Wilcox Co.....195
Pelouze Scale Mfg. Co.....149
Pennsylvania Wire Works.....193
Peters Cartridge Co.....91
Philadelphia Commercial Museum.....2
Philadelphia Lawn Mower Co...121
Phillips (A. J.) Co.....188
Pike Mfg. Co.....11
Pike Mfg. Co.....151
Plumb, Fayette R.....33
Plume & Atwood Mfg. Co.....25
Plume & Atwood Mfg. Co.....151
Porter, H. K.....155
Porter Screen Mfg. Co.....14
Prescott (J. L.) & Co.....1
Pryor (W. W.) Hardware Co.....8
Putnam Nail Co.....18

Q

Quincy Hardware Mfg. Co.....1

R

Read (Wm.) & Sons.....3
Reading Hardware Co.....14
Rector & Wilhelmy Co.....92
Remington Arms Co.....23
Remington Arms Co.....176
Robertson, Arthur.....172
Rodgers (Joseph) & Sons.....10
Rogers (Wm.) Mfg. Co.....10
Rolfe, I.....20
Root Bros. Co.....32
Root Bros. Co.....174
Rossendale-Reddaway B. & H. Co.126
Russell & Erwin Mfg. Co.....122
Russell & Erwin Mfg. Co.....123

S

Salem Nail Co.....35
Samson Cordage Works.....1
Sargent & Co.....85
Sargent & Co.....86
Sargent & Co.....57
Sargent & Co.....88
Sargent & Co.....181
Schoverling, Daly & Gales.....13
Schriver (O. P.) & Co.....181
Scovill, Geo. B.....97
Scovill Mfg. Co.....19
Scranton (The) & Co.....1
Sedgwick Machine Works.....20
Seed, J. H.....4
Seed, J. H.....174
Seneca Falls Mfg. Co.....64
Shull, Wm. A.....157
Sickels & Nutting Co.....194
Silver Mfg. Co.....2
Smith Bros. Hardware Co.....68
Smith & Egge Mfg. Co.....38
Smith & Hemenway Co.....156
Smith (Wm. G.) & Co.....153
Sommer's (John) Son.....194
Standard Co.....66
Standard Co.....176
Standard Lighting Co.....17
Standard Tool Co.....1
Stanley Rule & Level Co.....17
Stanley Rule & Level Co.....169
Stanley Works.....1
Stebbins (Chas. J.) & Co.....3
Stebbins (Chas. J.) & Co.....173
Stevens (J.) Arms & Tool Co.....8
Steward & Romaine Mfg. Co.....174
Stimpson (Edwin B.) & Son.....194
Storm Mfg. Co.....20
Stowell Mfg. & Fdry. Co.....151
Sudlow, John W.....18
Supplee Hardware Co.....115
Surpless, Dunn & Co.....114
Swedish Razor Co.....72
Sweeney (W. H.) Mfg. Co.....18

T

Tie Co.....1
Toler (John), Sons & Co.....35
Tower & Lyon.....20
Townsend, C. C. & E. P.....174
Troy Nickel Works.....132
Troy Nickel Works.....184
Tryon (Edw. K. Jr.) & Co.....84
Tuck Mfg. Co.....34

U

Ulrich Mfg. Co.....172
Underhill, Clinch & Co.....24
Underhill, Clinch & Co.....32
Underh'll, Clinch & Co.....83
Union Hardware Co.....26
Union Metallic Cartridge Co.....1
Union Nut & Bolt Co.....76
United States Steel Lock Co.....90

V

Van Camp Hardware & Iron Co. 71
Van Wagoner & Williams Hdw. Co.....65
Van Wagoner & Williams Hdw. Co.....194
Voigt, Starr & Co.....6

W

Warren (J. D.) Mfg. Co.....28
Washington Tool Co.....19
Waterbury Brass Co.....172
Weaver, Palmer & Richmond ..194
Weed & Co.....92
Welch (T. F.) Mfg. Co.....193
Wells, Heber.....14
Whiting Mfg. Co.....90
Wiley & Russell Mfg. Co.....176
Wiebusch & Hilger.....135
Wilkinson (A. J. & Co.....130
Williamson W. N. Co.....8
Withington-Cooley Mfg. Co.....100
Wright & Colton Wire Cloth Co.193

Y

Yale & Towne Mfg. Co.....5
Yale & Towne Mfg. Co.....153

"ON OUR AD. LIST AS ONE OF THE BEST."

Troy Nickel Works, Troy, N. Y. [*Alaska Stove Hardware*]: You are on our advertising list as one of the best. We will be glad to keep you in this position.

"TRACE MANY SALES TO 'HARDWARE.'"

Philadelphia Lawn Mower Co., Philadelphia, Pa. [*Lawn Mowers*]: We have been with you for some years, and can trace many sales to HARDWARE's influence.

"BEEN WITH YOU FROM THE BEGINNING."

Union Metallic Cartridge Co., New York. [*Ammunition*]: We have been with you as advertisers from the beginning and expect to continue.

Unique Trade Mark.

The Covert Mfg. Co., West Troy, N. Y., have a very unique Trade Mark, and one which attracts universal attention. All tags and labels on their goods bear this trade



mark, which forms a prominent feature in their page advertisement on page 67 of this issue of *Hardware*, to which we call particular attention.

"BEST INVESTMENT EVER MADE."

Divine Bros., Chadwicks, N. Y. [*Buffing Wheels*]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING and FARM FENCING.

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY — 117 and 119 Liberty Street, NEW YORK — 171 and 173 Lake Street, CHICAGO — 25 and 27 Fremont Street, SAN FRANCISCO

Digitized by Google

TABLE OF CONTENTS.

Editorial. 39
"Hardware Jobbers' Number."

Fraternity in the Jobbing Trade. By Alfred D. Clinch. 40

Mr. Supplee on the Jobber's Future. . . . By William W. Supplee. 41
Portrait of Mr. Supplee.

Mr. Fernley on the Jobber. By T. James Fernley. 44

George Tritch's Golden Wedding. 44

President Bishop on the National Association. . . . By H. H. Bishop. 45
Portrait of Mr. Bishop.

The Atlas Tack Co. 46

Jobber—Manufacturer—Retailer. 47
Jobber from Manufacturer's Standpoint. By James D. Foot.
Manufacturer from Jobber's Standpoint. By John Bindley.
Jobber from Retailer's Standpoint. By H. P. Davidson.
Retailer from Jobber's Standpoint. By J. H. Smith.
Portraits of James D. Foot, John Bindley.

Net Prices in the Jobbing Business. By Chas. W. Emery. 52

Wants a Receiver Appointed. 52

Wise Sayings. 52

Views of a Man in the Corner. By J. B. Comstock. 53

Distribution of the Product. 54

Officers' Quarters and Barracks, Cuba. . . . 54

Inroads of the Department Stores. By Alfred P. Shannon 55

Ethics of the Hardware Business. By C. B. Lockwood. 55

The Packing and Cartage Question. By J. R. Nutting. 55

In Honor of Peter McCartee 56

The Correspondents of *Hardware*. 56

Hardware's Staff of Correspondents. . 57, 58, 59
Portraits of George Tritch, C. W. Hackett, George E. Long, C. B. Lockwood, George B. Logan, James D. Moore, James R. Nutting, Edward W. Morley, Charles H. Turner, A. M. Wiley, J. B. Nellegar, John B. Varick, W. S. Wright, J. H. Smith, William Chamberlain, C. W. Emery, Fred A. Caton, H. C. Rushmore, E. C. Neal, Jamas H. Ritter, Dudley R. Webb, W. K. Morison, John Stollberg, Lee Richardson.

Hardware Notes by the Way. By J. B. Rindfleisch 60

Buying and Selling 60

Practical Talks on Files , ... 61

Pointed Paragraphs 61

Shall the Manufacturer Sell Only to the Jobbing Trade? . . . By C. S. Van Wagoner. 62

Bissell Carpet Sweeper Co.'s Easter Announcement. 62

Tardy Collections Consume Profits. 62

The Hardware Jobber's Future. 79
Letters from Hobart Weed, Samuel A. Bigelow, William Quincy Wales, John H. Robbins, William Chamberlain, George E. King, R. E. Bell, James J. Mandlebaum, George B. Logan, T. W. Gathright, C. W. Hackett, W. A. Parker.

Boxing the Jobbing Compass. 95
The Pacific Coast Jobber. . . By Brace Hayden.
The Western Jobber . . By H. C. Rushmore.
The Central Jobber. . . By George T. McIntosh.
The Northern Jobber. . . By Charles H. Turner.
The Eastern Jobber. . . . By Leon C. Carter.
The Southern Jobber. . . By James D. Moore.
Portrait of Leon C. Carter.

Bigelow & Dowse Co. 105

Some Representative Houses. 106

The Sirens of Business Competition. . . . 111

The Hayne Suspended Ink-Well. . . . 129

Sectional Window Weights. 129

The Swaty Hone. 129

Plumbing and Bath Room Specialties. . . 130

Adjustable Tap Wrench. 130

Syndicate Buying. By Thomas E. Oliver. 139
Portrait of Mr. Oliver.

President George Henry Sargent. . . . 140
Portrait of Mr. Sargent.

The Knapp & Spencer Co. 141
Portraits of C. A. Knapp, H. L. Spencer, C. E. Hughson, W. H. Preston.

Concerning the "Lightning." 141

What Does the Word "Jobber" Mean? . . . 142
Definitions by Henry R. Towne, William W. Supplee, George H. Sargent, T. James Fernley, Edward C. Van Glahn, V. P. Humason, John J. Tower, H. T. Patterson, Webster R. Walkley, C. E. Jennings, Joseph Gales, William Q. Wales, Henry Hopkins, R. H. Swayze, William C. Biddle, F. B. Earle, Griff D. Palmer, J. A. H. Dressel, D. C. Delamater, Henry G. Atha, Clarence I. Markham, J. H. Fall, Jr.

"Protector" Padlocks. 143

The Hardware Trade and the Bicycle. . . . 144
By James H. Ritter.

Hardware Club Committees. 144

"Office Hours." 144

Old New York Jobbing Days. By Henry Hopkins. 145
Portrait of Mr. Hopkins.

Miller, Sloss & Scott's Large Fire. . . . 147

The Smith & Hemenway Co. 147

New England Hardware Dealers' Association. . 147

Making of Baby Scales. 147

Eating and Drinking. 147

Retail Trade Record 148

Hardware Manufacturers' Record. . . . 150

Bicycle and Sporting Goods Record. . . 152

The Value of Lightning Rods. 152

Hardware Jobbers of the United States . . 158

Members of Jobbers' Associations. . . . 161

Review of the Markets. 164
Trade Letters from Baltimore, Philadelphia, Davenport, Indianapolis, Chicago, Buffalo, Minneapolis, Kansas City, Denver, St. Paul, Birmingham, Pittsburgh, Portland, Columbus, Omaha, and Jersey City.

The Humason & Beckley Mfg. Co. . . . 172

Prices Current. 177

Classified Index to Advertisers. . . . 185

Alphabetical Index to Advertisers. . . . 190

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

44 Cliff Street, NEW YORK.
152 Lake Street, CHICAGO.
Factories: GEORGETOWN, GA. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.

WE MAKE YOU SELL

CUTLERY

Consisting of full lines used by **Butchers, Packers, Grocerymen, Hotel "Chefs,"** and **Hardware, Cutlery, House Furnishing, Butchers' Supply, Hotel Supply** and **Grocers' Supply Trade.** . . . . .

Warranted as Usual.

We like to make and you like to sell warranted goods. Why don't we deal together? We would like to send you a Catalogue and quote discount at least

E. S. HULBERT & CO., MANUFACTURERS OF **CUTLERY THAT CUTS.** BERNARDSTON, MASS.

PENNSYLVANIA WIRE WORKS.

EDWARD DARBY & SONS,

233-235 Arch Street.
PHILADELPHIA, PA.



Square Coal Sieves.

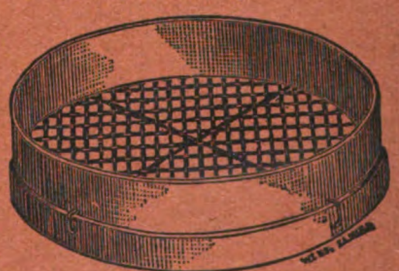
MANUFACTURERS OF

WIRE AND IRON GOODS

OF EVERY DESCRIPTION.

SIEVES, RIDDLES, COAL AND SAND SCREENS.

BRASS, COPPER, STEEL, IRON and GALVANIZED WIRE CLOTH.



Round Coal Sieves.



E. P. BELLOWS AGRICULTURAL CO.,

MANUFACTURERS AND GENERAL DEALERS OF

Farm and Garden Implements, Hay Cutters, Wheelbarrows, Etc.

165 GREENWICH ST., NEW YORK, U. S. A.



Digitized by Google



TO THE DEALER

a saving of time without loss of profit.

A case of **EVER READY** Hoops and Clamps supplies the dealer with an article in compact, easy selling shape, and to his customer a hoop quickly applied to any size tub without use of special tools; makes a better finished, stronger job than by old methods. **EVER READY** Hoops fit when applied. No hammering required. **Adjustable to any size tub—no rivets.**

Send for descriptive circular.

Weaver, Palmer & Richmond,
ROCHESTER, N. Y.

Edwin B. Stimpson & Son, Nd.
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible



The Atlas Bolt & Screw Co.
CLEVELAND, OHIO,
Manufacturers of...
Stove Bolts, Tire Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
SEND FOR CATALOGUE.
Mention "HARDWARE."

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co.
Oliver Chilled Plow Works.
North Wayne Tool Co.'s Little Giant Scythes,
Grass Hooks and Hand-Made Axes.
Cortland Door & Window Screen Co.
Relay Bicycle Mfg. Co.

THIS TRADE MARK (MALTESE CROSS) IS STAMPED ON THE BEST LINE OF FAUCETS ON THE MARKET.
JOHN SOMMER'S SON,
355-365 CENTRAL AVE.,
NEWARK, N. J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the Best. TRADE C MARK. They are the Cheapest.



EVERY GENUINE CLEVELAND DRILL bears trade mark.
All Kinds of Twist Drills, Reamers, Taps, &c.
New York Store, 99 Reade St. **CLEVELAND TWIST DRILL CO.,** Cleveland, O., U. S. A.

BOMMER SPRING HINGES ARE THE BEST



"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.



Samson Anvils



We have added following sizes to the line:

275, 300, 325, 350, 400. 425, 450, 475 and 500 pounds.

Write for Descriptive Circular.

Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

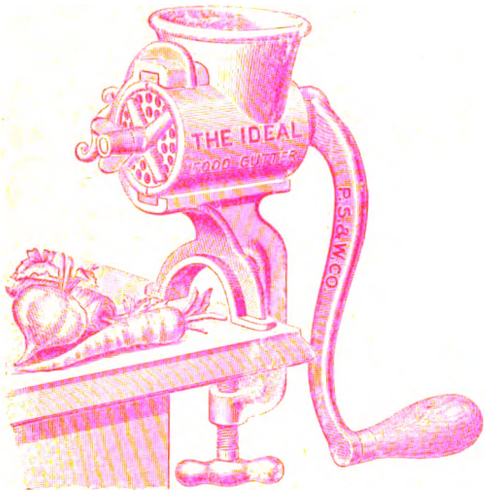
3 BREAD WINNERS.

THE PECK, STOW & WILCOX CO.

MANUFACTURERS ONLY

.. OUR IDEAL FOOD CUTTER ..

Not For To-day nor Tomorrow But For All Time.



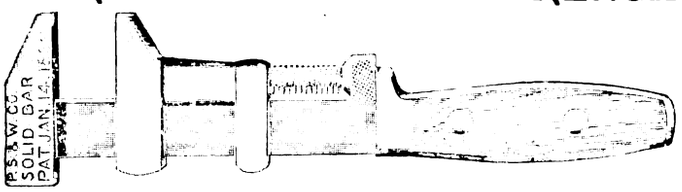
Steel Cutting Parts Will Not Wear Out

Self Sharpening.

CUTS EVERYTHING EDIBLE.

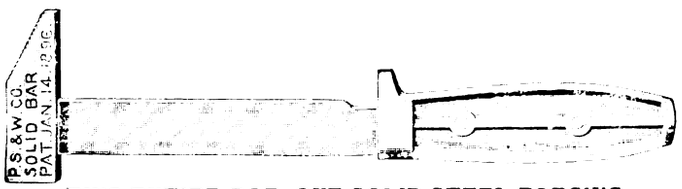
.. OUR SOLID HANDLE WRENCH ..

Forged Steel Bar.



Forged Steel Bar.

BY ACTUAL TESTS THE STRONGEST WRENCH MADE.



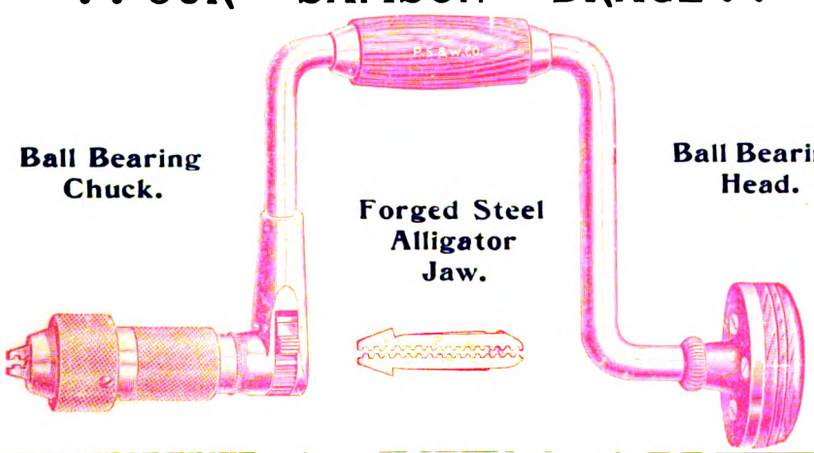
THIS ENTIRE BAR, ONE SOLID STEEL FORGING.

.. OUR "SAMSON" BRACE ..

Ball Bearing Chuck.

Forged Steel Alligator Jaw.

Ball Bearing Head.

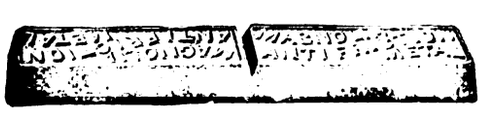


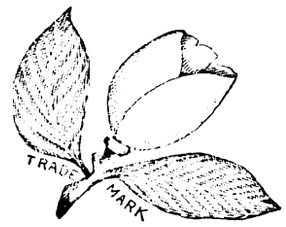
3 of 30,000 ARTICLES MADE BY THE PECK, STOW & WILCOX CO.

SOUTHINGTON, CONN., CLEVELAND, OHIO,

27 MURRAY ST., 31 WARREN ST., NEW YORK.

Digitized by Google











BEWARE OF IMITATIONS.

MAGNOLIA ANTI-FRICTION METAL

is our specialty. Name and Trade Mark on each bar. We make only one grade. Its superiority over Genuine Babbitt and all other grades of Babbitt metals is universally admitted. Magnolia Metal is being sold in every civilized country in the world and is being used in at least 100,000 establishments in U. S. and Canada.

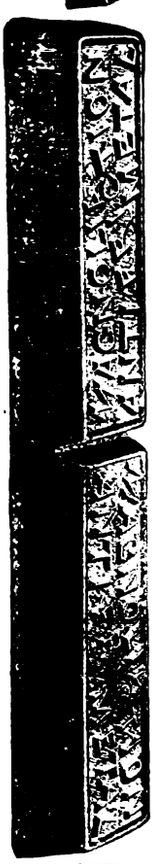
A regular scale of prices is observed to consumers, and special discounts to dealers and jobbers.

We are also prepared to supply all cheap grades of babbitt metal—Genuine Babbitt, Genuine Hard, Extra Copper Hardened, Nos. 1, 2, 3, 4A, 4, etc.

We will guarantee the quality of these metals, and also guarantee to make better prices on combination orders than any Metal Company in this country.

If you desire special brands under your own name we can please you in both quality and price.









MAGNOLIA METAL COMPANY,

Owners and Sole Manufacturers of

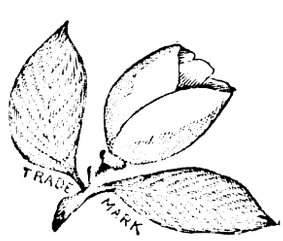
MAGNOLIA METAL.

266 & 267 WEST ST., - NEW YORK.

CHICAGO OFFICE: FISHER BUILDING, 281 DEARBORN ST.

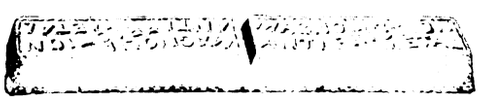
Pittsburg: 723 & 725 Liberty Ave.

Montreal: 318 St. Paul St.



London: 49 Queen Victoria St., E. C.

Manchester: 32 Victoria St.





Digitized by Google

ALL THE NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 2. New York, April 25, 1899. $1.00 A YEAR

MAGNOLIA METAL

IN USE BY All The Leading Governments

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

No. 49 Queen Victoria St., London, E. C.

FOR SALE BY ALL DEALERS.

ONE BRACKET is practically as good as another. Then why make a specialty of the BRADLEY? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and WONDERFULLY STRONG.

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.

W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Cutting Glass Tubes

SEND FOR DESCRIPTIVE CATALOGUE





HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO., Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

Interesting Facts and Official data pertaining to the 1899 Grand American Handicap.

Number of full entries,	251	at $25	$6275.00
" " post entries,	11	at 35	385.00
" " forfeit entries,	16	at 10	160.00
Total,	278		$6820.00

Of which total number 179 shooters used

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.

U. M. C. FACTORY LOADED SHELLS,

being 64.30% of the entire attendance and drawing $4955.25 of the purse of $6820.00. This is certainly an elegant showing and does not need any further comment. Above speaks for itself as to the quality of the goods used by the winner, the

HON. THOMAS A. MARSHALL, of KEITHSBURG, ILL.

who won the handicap for the second time, with goods made by

THE UNION METALLIC CARTRIDGE CO.,

WINNERS OF HANDICAP . . . 1893, '94, '95, '97, '98, '99.

Bridgeport, Conn.





Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.



IF WE HAVE NOT SUPPLIED YOU with our 1899 CALENDAR, WRITE US.

THE STANDARD TOOL CO., CLEVELAND, OHIO, U. S. A.



Please mention HARDWARE. . . . 94 READE ST., NEW YORK CITY.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 38.

A. MUGFORD - DESIGNER ENGRAVER & ELECTROTYPER

HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.



THE CODLING MFG. CO., BRISTOL, CONN.

Manufacturers of . . .

COMPRESSED CORK GRIPS.

LINED OR UNLINED.

All Sizes With every style of tip.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples Samson Cordage Works, BOSTON, MASS.

ESTABLISHED 1845

DUNBAR BROTHERS MANUFACTURERS OF

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS MADE FROM SHEET STEEL & STEEL & BRASS WIRE.

BRISTOL, CONN. P.O. BOX 416

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1¼



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for hard wood. The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in hard wood We have combined two principles in one, and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on Application.

C. E. JENNINGS CO., Sole Manufacturers, 79 Reade and 97 Chambers Sts., NEW YORK.

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

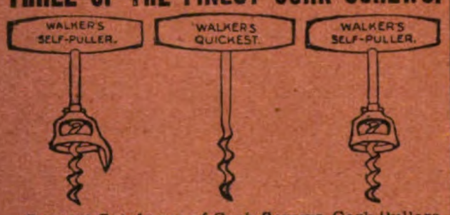
CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

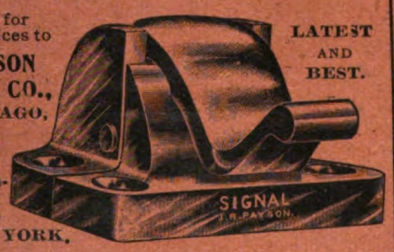
THREE OF THE FINEST CORK SCREWS.



Our 1898 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it,
ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to
PAYSON MFG. CO., CHICAGO,
and
88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

NILES PATENT D. A.



SPRING HINGES AND BLANKS.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. Co.,
18 S. Canal St., CHICAGO.

LANE'S
PATENT STEEL BARN
DOOR HANGERS.



We are the originators and largest makers of U shaped Hangers

Get Genuine Lane Hangers

For Best Satisfaction.

LANE'S Patent Noiseless Steel Parlor Door Hangers.

Three different Styles and Prices.
All Steel Anti-Friction.
Silent Tread Wheel.
All run on Same Rail.
Each set Packed with Screws.



LANE BROTHERS' COMPANY, Poughkeepsie, N. Y.



THE **CHAMPION** AND **MARQUART** are the only . .
Double Flue
Steel Ranges
made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL
WATER CUT OFF
FOR CISTERNS.

There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

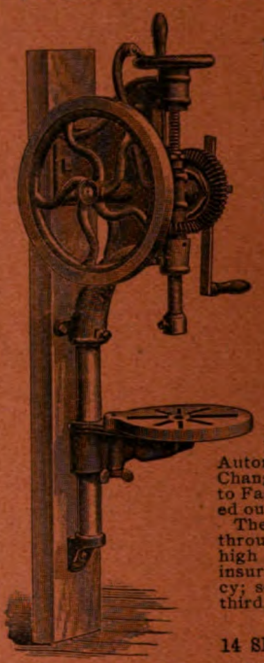
For sale by all the leading jobbers.



Manufactured only by
COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND

HIGH GRADE
Buffing · Wheels,
Large variety, adapted to every class of work.
Patent Sewed Buffs.
The finest in the world.
We are the largest manufacturers of Buffs in the United States. . .
Write for Catalogue and prices.
DIVINE BROTHERS, UTICA, N. Y.
WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



DRILLS
FOR
BICYCLE REPAIRMEN, SMITH SHOPS, REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

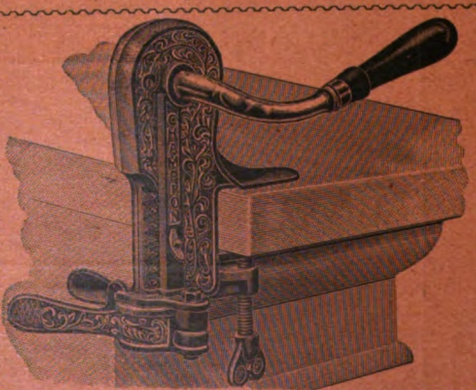
ADVANCE No. 12.
125 lbs. - $10.00.

$6.00 to $85.00

Special discounts to repairmen.

EVERY DRILL GUARANTEED.

THE SILVER MFG. Co
345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

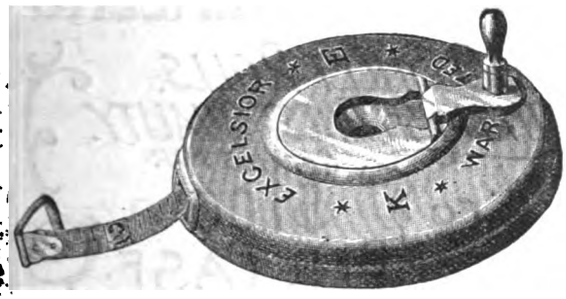
is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY
ARCADE MFG. CO.,
FREEPORT, ILL.

Nickel Plating Outfits.
POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.
THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
"ADDRESS DEPARTMENT W"

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.

Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

THE ORIGINATORS OF

Hot Forged & Hammer Pointed Nails

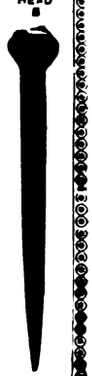
IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.

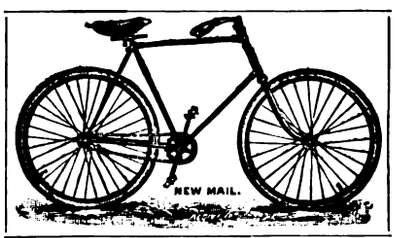


Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.



Bicycles --- Bicycles

For the Trade. 1899 Models.



BEST SELLING WHEELS.

Don't Buy your stock till writing us.

$20., $25., $30., &c.

Also . . .

BICYCLE SUNDRIES.

Also . . . Trade Discounts.

Scott, Greener, Nestley, Richards, Colt, Parker, Smith, and all makes

GUNS.

Finest and all grades Rods and Fishing Tackle.

Surely get our Fishing Tackle Quotations.

SEND FOR CATALOGUE.

WM. READ & SONS,

107 Washington St, - - BOSTON, MASS.

ESTABLISHED 1826.

Digitized by Google

Our Family Case of Toilet Paper

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER Co ALBANY, N.Y.

A. C. AUSTIN LITHO. CO. ALBANY N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

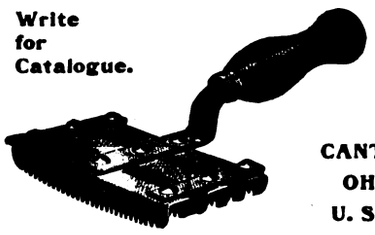
NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.

F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both **STIFF and FLEXIBLE BACK CURRY COMBS.**

Write for Catalogue.





CANTON, OHIO, U. S. A.

REGISTERS ROUND, SQUARE & CIRCULAR TOP.

MARBLEIZED STONE, SLATE STONES. HEATER PIPE, DAMPERS AND ALL THE TRIMMINGS THAT GO WITH THEM.

TINNERS' & ROOFERS' SUPPLY HOUSE L. D. BERGER 59 N. 2nd. PHILAD^A PA

ESTABLISHED 1835.

JOHN CHATILLON & SONS,

Sole Agents:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

—MANUFACTURERS OF—

SCALES, BUTCHERS' TOOLS AND MACHINERY. .

85 to 93 Cliff Street, NEW YORK.

SEED'S Four-in-Hand Drop Forged Steel **COMBINATION TOOL,** Nickel Plated

Bicyclist's Pocket Companion.



Hammer, Tack Puller Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

JOS. H. SEED, 12 Centre St., New York, U. S. A.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

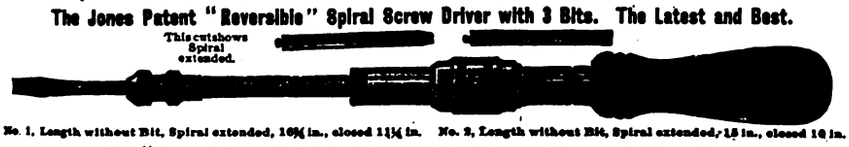
These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.



No. 1, Length without Bit, Spiral extended, 10¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 16 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 10¾ in., closed 10¾ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 10 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., Sole Agents, 67 READE STREET, NEW YORK, U. S. A.

CLARK & COWLES.

RIVETS — PLAINVILLE, CONN. — SPRINGS

STAMPING AND FORMING

GILLESPIE'S VARNISH STAINS



This cut shows method of opening. *Patent Spring-top Can.*

are especially adapted for use over Paint, Varnish, etc., etc., as they stain and varnish at the same time. Ordinarily one coat is sufficient to produce a fine finish. These Varnish Stains are superior for refinishing Furniture, Picture Frames, Mantels, Piazza Chairs, etc., etc.

SHADES,

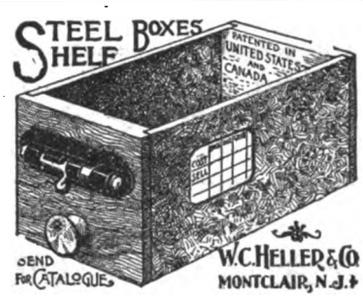
CHERRY, MAHOGANY, WALNUT,
LIGHT OAK, ANTIQUE OAK.

MANUFACTURED ONLY BY

CHAS. H. GILLESPIE & SONS,

VARNISH MAKERS,

125 to 137 Dey St., Jersey City, N. J. U. S. A.



You take no risk on the quality. We make only the best!



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google

AN ESTABLISHED SUCCESS.

TRADE MARK:

ROGERS "Anchor" Brand

SILVER-PLATED WARE

bearing the above imprint. Its universal reputation creates a great trade for it wherever there's a demand for the best. It can't be recommended too highly.

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE,
149 Church Street.
PHILADELPHIA,
506 Commerce St.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

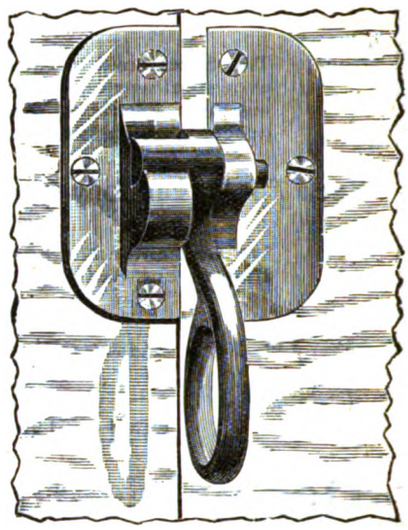
JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, } HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO. }
ELEY BROS., LIMITED, CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT, FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES, SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE, GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE, GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO. WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



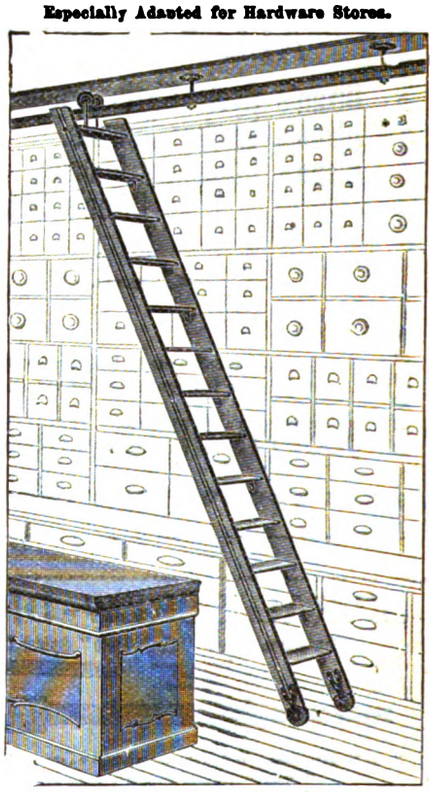
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex

Digitized by Google

STEVENS RIFLES

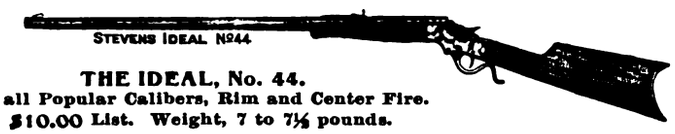
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . . .



THE FAVORITE.
List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.

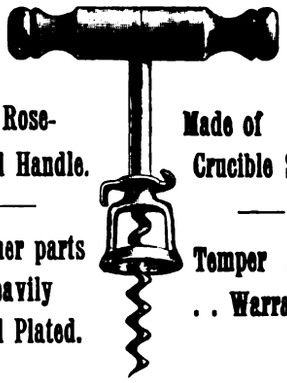


THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

SEND FOR COMPLETE CATALOGUE AND HAND-BOOK.
CORRESPONDENCE WITH TRADE SOLICITED.

J. STEVENS ARMS & TOOL CO., P. O. Box 315, **Chicopee Falls, Mass.**

NEW HAND POWER
Combination Cork Screw
CROWN and SEAL OPENER also WIRE CUTTER.



Fancy Rose-wood Handle.

Made of Crucible Steel.

All other parts Heavily Nickel Plated.

Temper . . . . . Warranted.

No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.



L. COES'
Genuine Improved
KNIFE HANDLE
PATENT
Screw Wrenches.



MANUFACTURED BY
COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

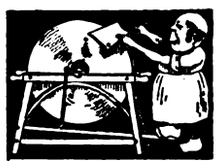
Patented Dec. 15, 1891. Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar. Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

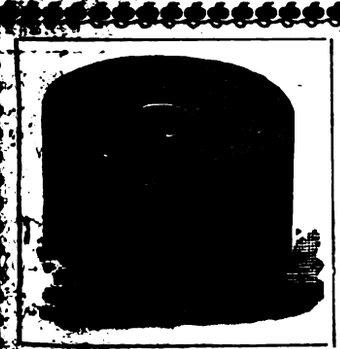
J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.



The Best Grit and the Best Frame
GO WITH OUR MOUNTED
Grindstones.

WRITE FOR CATALOGUE AND PRICES.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



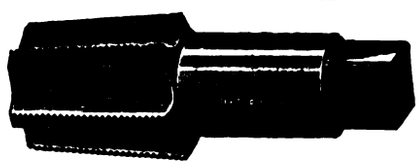
AMES SWORD CO.,
CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of **STOCKS & DIES, TAPS, etc.**



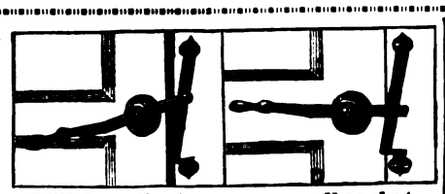
Holroyd & Co.,
Waterford, N. Y.

BERNARD GLOEKLER, PITTSBURG PA.
Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.
(Pat. Jan. 20, '97).

Manufacturer Cold Storage Warehouses.



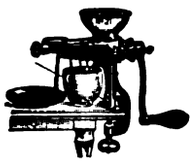
Will force the door open as well as shut.
THE BEST ON THE MARKET.
Made in four sizes. . . . Write for Price List.

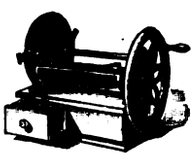


This style operates on both sides of door. For Cold Storage Houses they have no equal

Digitized by Google


Sausage Stuffer and Lard Press


Meat Juice Extractor

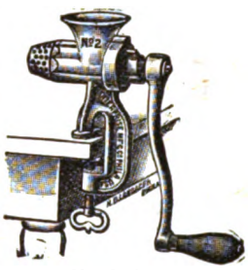

Rotary Smoked Beef Shaver


Raisin and Grape Seeder

ENTERPRISE
Meat and Food
Choppers
TINNED

28 sizes and styles, $1.50 to $275.00


No. 5, $2.00


No. 2, $1.50


No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street


Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

HARRINGTON & RICHARDSON ARMS COMPANY...

... MAKERS OF

HIGH-GRADE REVOLVERS.

Safe, Reliable, Accurate.

Cut shows our . . .

"Premier"

32 Calibre



WORCESTER, MASS., U.S.A.

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.

WE WANT RESPONSIBLE DEALERS



in every town to sell the Best

HAND CULTIVATOR AND WEEDER.

It's a good puller. Material and workmanship right.

ULRICH MFG. CO.,

No. 64 River St., ROCK FALLS, ILL.

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

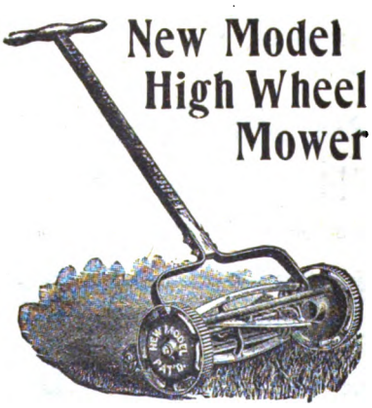
LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.

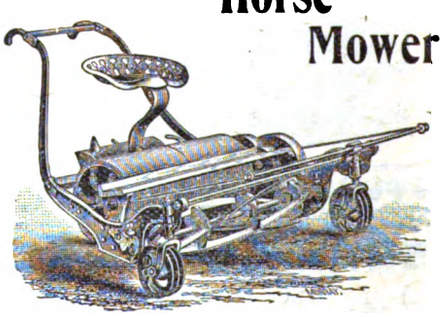
Excelsior Roller Mower



New Model High Wheel Mower



New Excelsior Horse Mower



CHADBORN & COLDWELL MFG. CO.,

SEND FOR OUR 1899 CATALOGUE

NEWBURGH, N. Y.

Digitized by Google



HILL Clothes Dryer.

More than 100,000 in use. Both Balcony and Yard Dryers. Sold by the Hardware Trade.

Send for Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade.

30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of

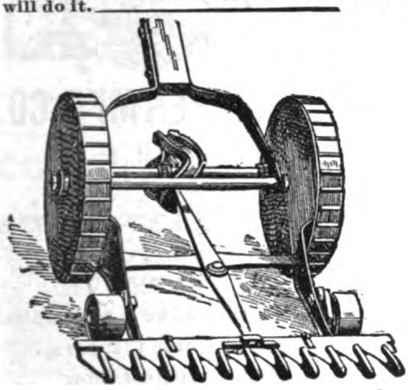


BENCH VISES.

Price Lists Sent on Application.

The Mower . . .

That will **Kill all the Weeds in your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. **The Clipper will do it.**



CLIPPER LAWN MOWER CO.,

NORRISTOWN, PA.

The **CARPENTER Grass Hook.**



Oil-tempered blades,
Hard wood handles,
Strong malleable ferrules.
For sale by Hardware Jobbers.



F. E. CARPENTER,

Sole manufacturer,

105 Park Place, NEW YORK.

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

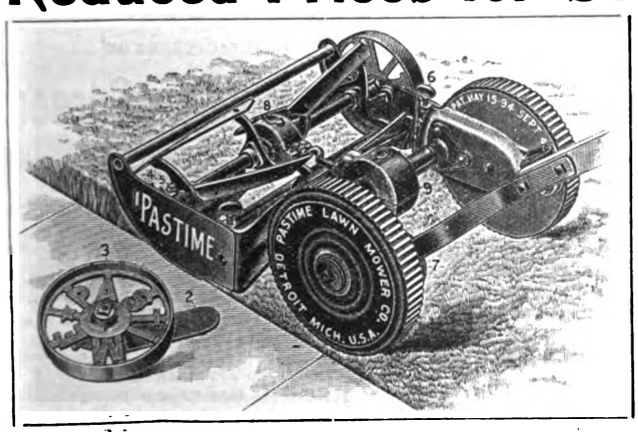
P. O. Box 2383. **94 Chambers Street, NEW YORK.**

AGENTS FOR

AMERICAN SCREW CO., PROVIDENCE, R. I.
OLIVER AMES & SONS, NORTH EASTON, MASS.
NORWALK LOCK CO., SOUTH NORWALK, CONN.
SNELL MANUFACTURING CO., FISKDALE, MASS.
SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.
GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.
NATIONAL SAW CO., NEWARK, N. J.
NICHOLSON FILE CO., PROVIDENCE, R. I.
G. W. BRADLEY'S SONS, WESTPORT, CONN.
ANTON AUER, BROOKLYN, N. Y.
BRAINERD TANNER CO., ALBANY, N. Y.



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

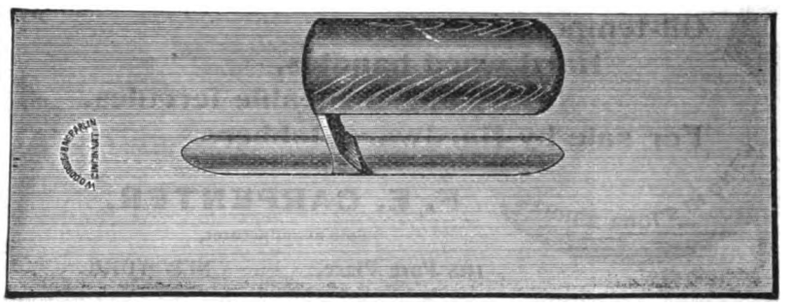
N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,

Detroit, Mich.

Digitized by Google

"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

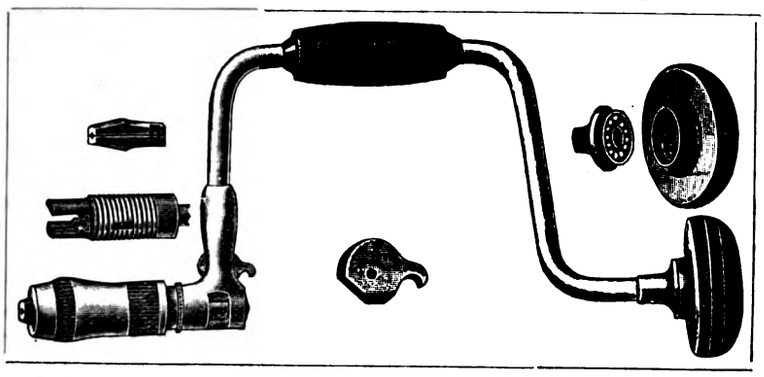
FOX CUTLERY CO., MANUFACTURERS AND IMPORTERS, Ferry and Hudson Place, HOBOKEN, N. J.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

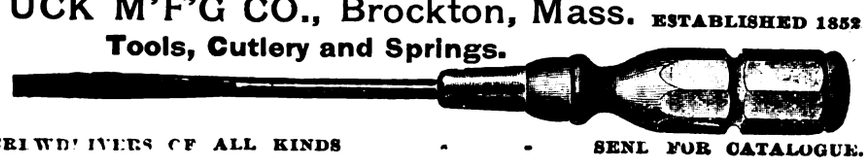
Just investigate our line before placing your spring order. They are ready sellers every time. Beautifully finished and built to do perfect work.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852
Tools, Cutlery and Springs.

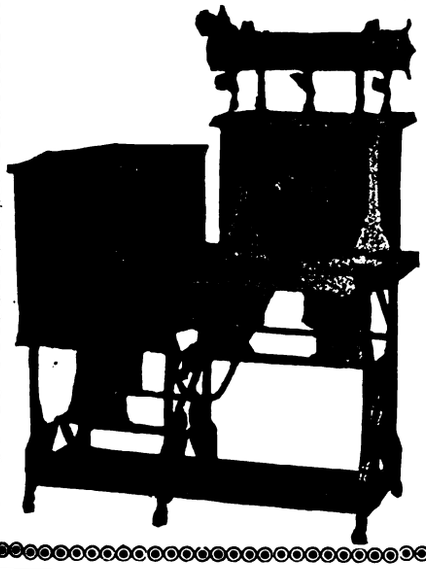


SCREW DRIVERS OF ALL KINDS - - SEND FOR CATALOGUE.

E PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.
E

Digitized by Google

FULLY EQUIPPED FOR 1899.



With a full and complete line of Gasoline, Vapor and Evaporating Stoves Blue Flame Oil Wick and Wickless Stoves; and Gas Ranges.

We call special attention to our new

"CRESCENT" VAPOR STOVE,

which for durability, simplicity and absolute safety, is unsurpassed; no drip-cup; lights instantaneous; side feed, and removable tank. The stove of the future!

Send for Catalogue and further particulars

The Dangler Stove & Mfg. Co.,

CLEVELAND, OHIO.

The DANDY SINK CLEANER.

A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined.

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight.

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

COVERT MFG. CO.,

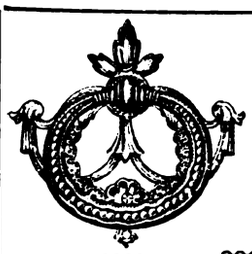
WEST TROY, N. Y.



Steel Carriage and Wagon Jacks.

Harness Snaps,
Chain, Rope and Web Goods, etc.

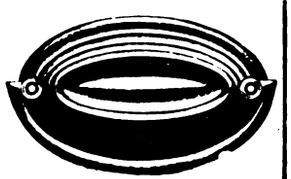
For sale by Jobbers at Manufacturers' prices.



10004



5044



1420

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

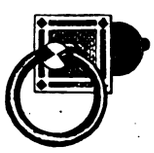
Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.



5045



1428



494

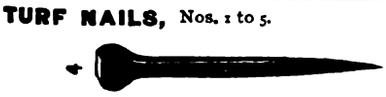


1123

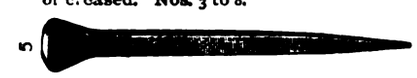


305

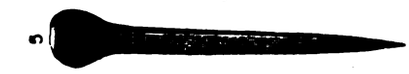
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



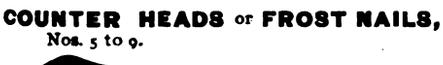
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

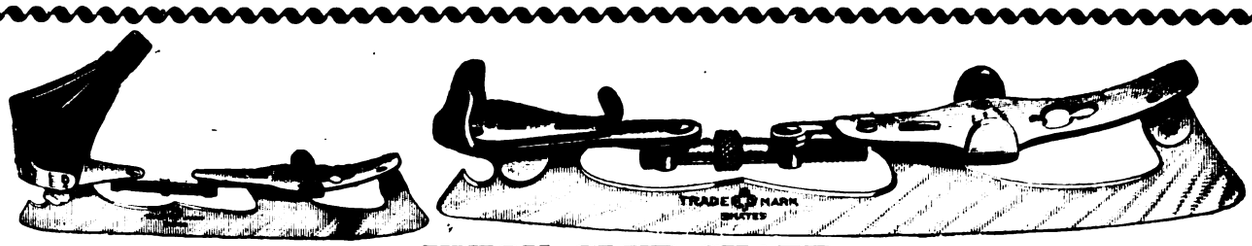
For terms and discounts address

PUTNAM NAIL CO.,

BOSTON, MASS.

Or 235 Lake St., Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

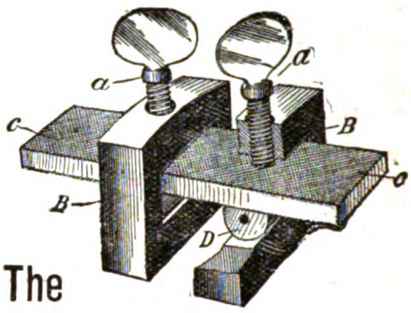
Digitized by Google



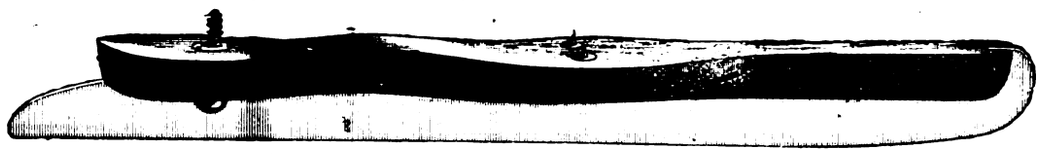
UNION CLUB SKATE.



HOCKEY SKATES.



The Union Skate Sharpener.



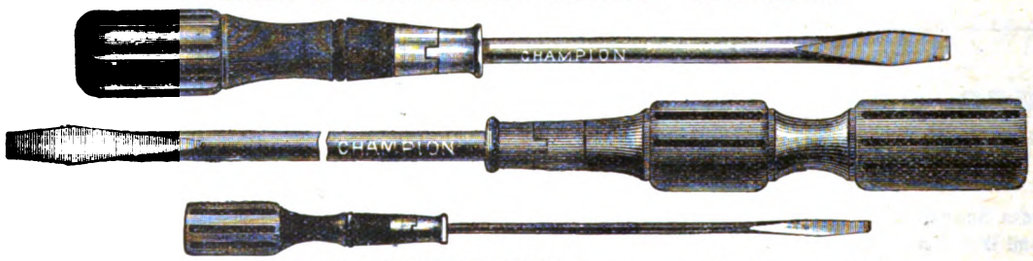
DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

TOWER'S CHAMPION SCREW DRIVERS.



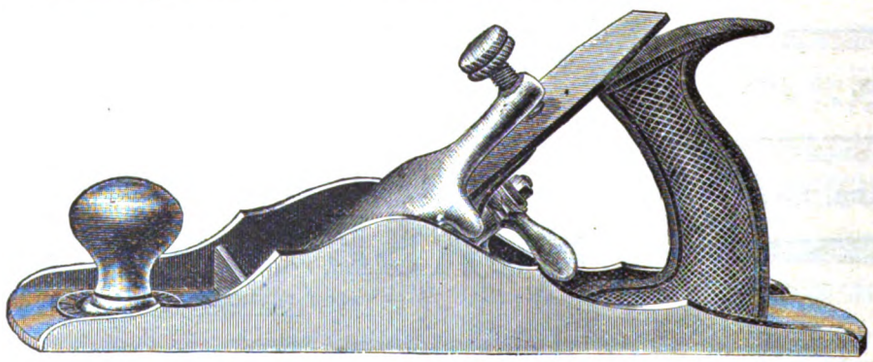


Improved Clarks Pattern. Lavignes Patent.

See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

MODEL HARDWARE STORE SHELVING

Expert Designers Hardware Shelving and correct arrangement of stock

MANUFACTURERS OF Warren's Patent Hardware Sectional Shelving, Drawers, Screw and Bolt Cases, etc. Shipped to all parts of the world



OUR HEADQUARTERS

J. Q. Warren Mfg. Co.

5th Floor Masonic Temple Chicago, Ill. U. S. A.

"EVERYTHING IS COMING UP."

BUSINESS IS BETTER AND THERE WILL BE A LARGER DEMAND THAN EVER FOR OUR

Sheep Skin Mitten.



Acknowledged to be the best article for polishing stoves, as it does away with the old time dirtiness of the work, making this work a pleasure. Also invaluable for polishing brass or glass, or silverware, which it does not scratch. For tan shoes and cleaning bicycles it has demonstrated itself a conspicuous success.

Diamond Hardware Co.,

624 Atlantic Ave., Boston, Mass.

A. E. HUTCHINSON,

Reliable ....

Circular and Band Saws;
Filing Machines and Sets;
Emery Wheels,

792 Broad St., NEWARK, N. J.

THE EXCELSIOR CARPET STRETCHER AND TACK HAMMER COMBINED....

can be used by anyone. None better. Simple, effective, strong and compact.



Inquire of Hardware Jobbers or write . .

R. W. MONTROSS, Manufacturer, Galion, Michigan

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,

315 BROADWAY, NEW YORK. ILION, N. Y.



Patented Jan. 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

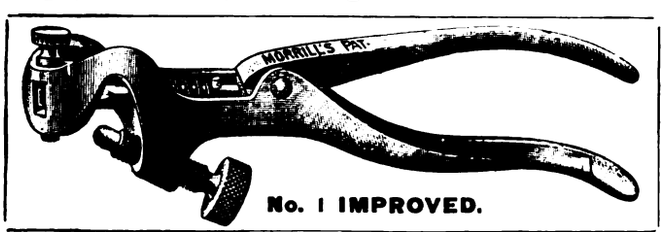
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

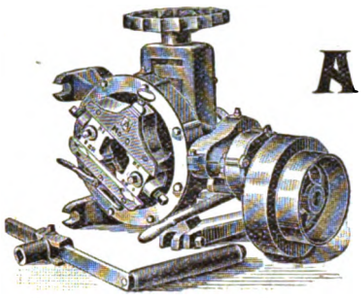
CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 130 CENTRE STREET.——



DUMB WAITERS and ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

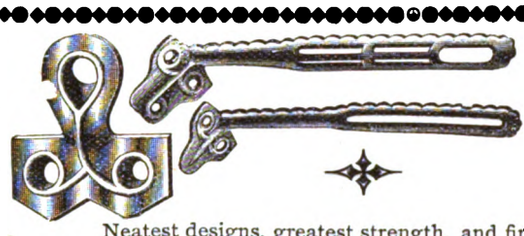
SEDGWICK MACHINE WORKS,

86 Carroll St.,

POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.



PAIL EARS and SAUCEPAN HANDLES.

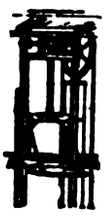
Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired. . . .

Send for Catalogue.

BERGER BROS. CO.,

PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated,

PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

I. ROLFE,

HALF TONE AND LINE CUTS

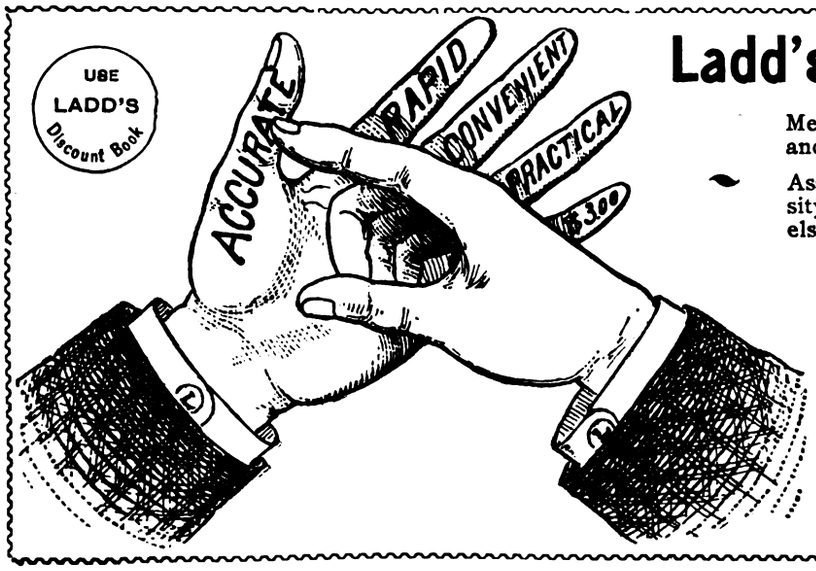
...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR.

No. 6 Park Place, NEW YORK.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google

SEASONABLE SPECIALTIES.

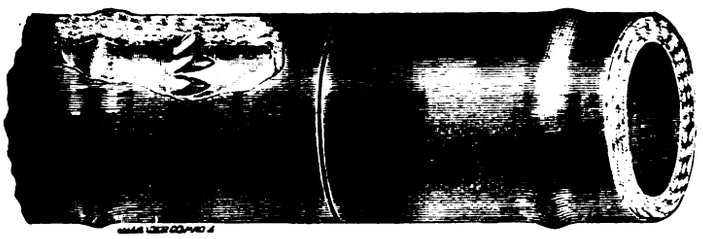


"PEERLESS" AND "DELMONICO" CAN OPENERS.



"ALASKA" Ice Chisel and Breaker.

THE CELEBRATED COOPER HOSE MENDER.



No.... Special Tools Required.

WRITE FOR CIRCULARS AND PRICES.

JOHN H. GRAHAM & CO., Sole Selling Agents. **113 Chambers St., N. Y.**

PROPORTIONS FOR UNITED STATES STANDARD

SCREW THREADS AND NUTS.

FROM HOOPES & TOWNSEND.

Diam. of Screw.	Thr'ads per inch.	Diamet'r at root of Thread.	Short Diame'tr	Long Diamet'r	Long Diamet'r	Thick-ness.
¼	20	.185	7/32	37/64	7/16	¼
5/16	18	.240	1/4	11/32	1/2	5/16
3/8	16	.294	11/64	27/64	27/64	3/8
7/16	14	.344	25/128	5/16	1 7/64	7/16
½	13	.400	7/32	1	1 1/64	½
9/16	12	.454	31/128	1 1/8	1 3/64	9/16
⅝	11	.507	1 1/16	1 3/16	1 1/8	⅝
¾	10	.620	1 1/4	1 7/16	1 29/64	¾
⅞	9	.731	1 7/16	1 5/8	2 1/16	⅞
1	8	.837	1 5/8	1 7/8	2 3/64	1
1⅛	7	.940	1 13/16	2 3/16	2 1/16	1 1/8
1¼	7	1.065	2	2 5/16	2 5/32	1 1/4
1⅜	6	1.160	2 3/16	2 7/16	3 3/64	1 3/8
1½	6	1.284	2 3/8	2 3/4	3 3/64	1 1/2
1⅝	5½	1.389	2 9/16	2 29/32	3 5/64	1 5/8
1¾	5	1.491	2 3/4	3 3/16	3 5/64	1 3/4
1⅞	5	1.616	2 15/16	3 5/16	4 3/64	1 7/8
2	4½	1.712	3 1/8	3 5/8	4 5/64	2
2⅛	4½	1.962	3 5/8	4 1/16	4 21/64	2 1/4
2½	4	2.176	3 7/8	4 1/2	5 21/64	2 1/2
2¾	4	2.426	4 1/4	4 29/32	6	2 3/4
3	3½	2.629	4 5/8	5 1/8	6 17/64	3
3¼	3½	2.879	5	5 13/16	7 1/16	3 1/4
3½	3¼	3.100	5 3/8	6 7/16	7 29/64	3 1/2
3¾	3	3.317	5 7/8	6 13/16	8 1/4	3 3/4
4	3	3.567	6 1/8	7 3/16	8 11/16	4

BLOCK TIN PIPE.

CALIBER.	Wt. per ft LBS.	OZ.	CALIBER.	Wt. per ft LBS.	OZ.
⅛ in. strong		2½	½ in. double ex-strong		15
¼ inch ex-strong		5	⅝ in. ex-strong		9
double ex-strong		6	double ex-strong		14
5/16 in. dou'le ex-strong		6½	¾ in. ex-strong		11
⅜ in. ex-strong		6	double ex-strong	1	0
double ex strong		8	1 in. double ex-strong		14
½ in. strong		6½	double ex-strong	1	4
ex-strong		10			

CAST IRON BALLS.—WEIGHT.

	LBS.		LBS.		LBS.
2 in. diam.	1.09	4½ in. diam	12.42	6½ in. diam.	37.44
2½ in. diam.	2.13	5 in. diam	17.04	7 in. diam.	46.76
3 in. diam.	3.68	5½ in. diam	22.68	7½ in. diam.	57.52
3½ in. diam.	5.84	6 in. diam	29.48	8 in. diam.	69.81
4 in. diam.	8.73				

HOPKINS' "HANDY NOTES AND QUERIES."

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

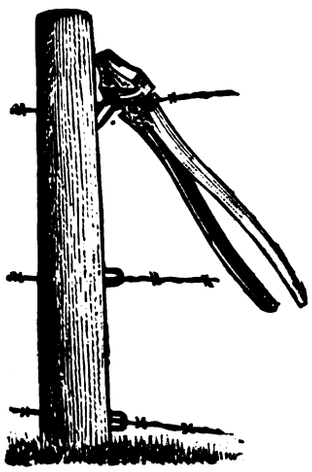
Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

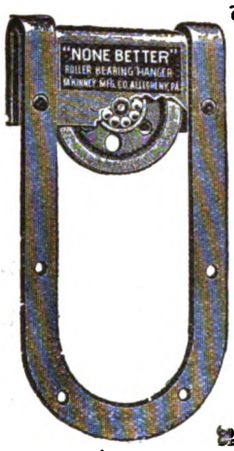
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer. and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



F. E. MYERS & BRO.
PULGER.CUT
ASHLAND, OHIO.

THE BURR PATENT STEEL.

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

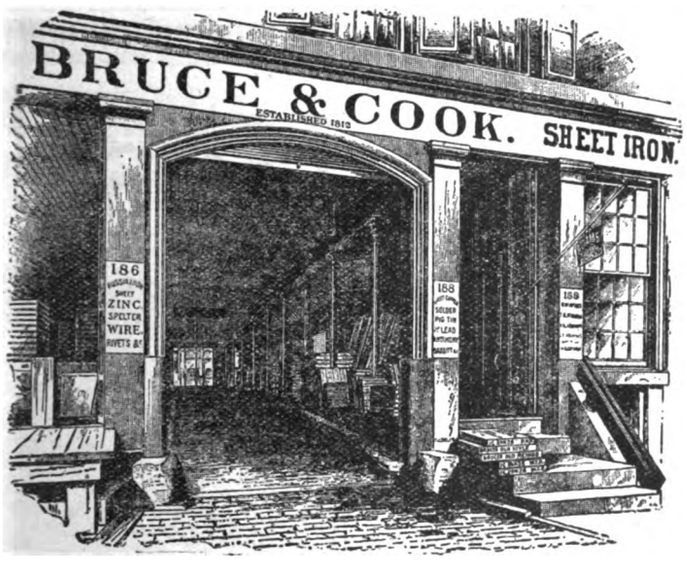
. . THE . .
BURR MANUFACTURING CO.
823 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.

BRUCE & COOK,

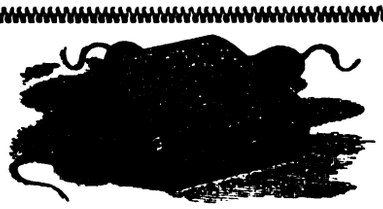
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. C'l'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. C'l'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



Pat. March 8, '98. Other pats. applied for.
STRONG. SIMPLE. BEST MOUSETRAP.
EASY TO BAIT. SELF-SETTING.
...Good Profit for Jobber...
J. M. MAST MFG. CO.,
Patentee and Mfr., LANCASTER, PA.
C. B. CORWIN, Sole Export Agent,
15-25 WHITEHALL ST., NEW YORK.

A
PROFITABLE MEDIUM
TO
ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

. . . High Grade

Belt Punches,

Gas Plyers,

Pad Locks,

Cycle Sundries,

"King's" Patent Sash Support and Lock.



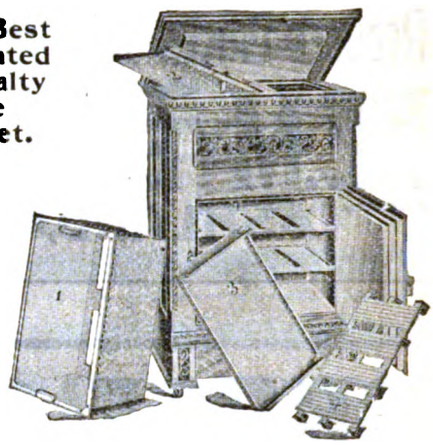
Manufactured by . . .

THE SMITH & EGGE MFG. CO.,

BRIDGEPORT, CT.

Eclipse Cleanable

The Best Patented Specialty on the Market.



The only removable ice chamber refrigerator having a positive circulation of dry air to the lowest point in provision chamber through a removable flue.

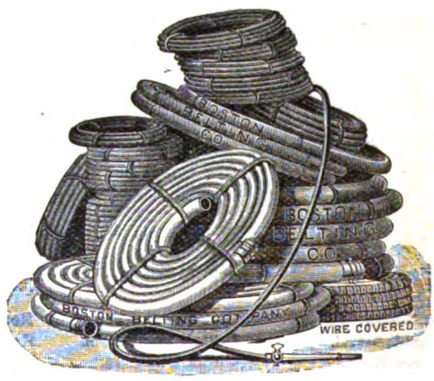
It's simple, durable, handsome and cleanly. Well finished. Good designs. Strictly metal lined. Does better work with less ice than other makes

Eclipse Refrigerator Works,

BURLINGTON, VERMONT.

Garden Hose

Our hose is honestly made of good material throughout and is attractive in appearance, quality and price. The dealer who would offer his trade a hose that he can unqualifiedly recommend, should write us for samples and quotations.



COTTON HOSE, COUPLINGS, NOZZLES, REELS, MENDERS.

BOSTON BELTING CO.

James Bennett Forsyth, Mfg. Agt. & Gen. Mgr.

Makers of High Grade **MECHANICAL RUBBER GOODS.**

BOSTON	NEW YORK,	BUFFALO,	CHICAGO,
256 Devonshire St.	100 Reade St.	90 Pearl St.	109 Madison St.

Digitized by Google

THE NEW YORK PUBLIC LIBRARY
TOR, LENOX AND TILDEN FOUNDATIONS.

HARDWARE

VOL. XIX. APRIL 25, 1899. NO. 2.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The commendations which have reached us from all directions, concerning our special Hardware Jobbers' Number of April 10th, furnish a double gratification. They show, in the first place, that the promises made concerning this special edition have all been fulfilled; and in the second place, that the trade everywhere are ready to show appreciation of any special effort made in their behalf. The good words concerning this number, which are found in another portion of this issue, are but a few selected from the many, and we do not believe that in all the history of trade journalism, a number was ever issued which excited more comment, and won more golden opinions than have been recorded in regard to this special Jobbers' issue. In making acknowledgement of this fact, we desire to cordially thank the individual members of the trade who so materially assisted in the preparation of this number, and to also extend a word of cordial appreciation of the good words which have been said in behalf of the same.

Editorial Trade Review.

The advent of spring weather has had an exhilarating effect upon the general trade, and many lines previously sluggish in movement have become active, showing a promising and busy future even under advancing prices. A brisk demand for builders' Hardware is making itself felt in almost every section. The increasing activity and higher wages among the toilers in our various industries bring as a natural result a commendable desire for more convenient quarters to live in and a greater ambition for something better in other directions. No fear is felt of any retrograde influence affecting our skilled mechanics; when work is plenty and remuneration satisfactory, the sunshine of prosperity is so evident that "all the clouds that lowered upon our house are in the bosom of the ocean buried."

While many changes in prices are constantly being formulated and adjusted with each passing week, the spasmodic condition of the markets which was their most pronounced feature in the six weeks just past, is not so noticeable. Many goods have been held at conservative quotations, until advances on raw material, which at first appeared but nominal, have assumed proportions that make higher quotations compulsory. Those that have not changed materially may be anticipated before another season swings into shape. By that time stocks bought at nearly old prices will no longer cut so great a figure in the market, and the trade will be prepared for more stable quotations.

There is some complaint that orders are not being filled by the manufacturers with a fulness that enables the jobber to satisfy his customers among the retail trade. The stocks that earlier in the season were supposed would be filling warehouses to repletion, it has been found difficult to accumulate even under an urgent correspondence regarding the same. Increasing demands from every quarter, depleting the half-satisfying deliveries from the factories, are creating a feeling of apprehensiveness regarding the materializing of all the profit so surely estimated among the probable results. A jobber's position under such circumstances is regarded by the trade as different from that of a manufacturer; the retailer waits on a factory delay with commendable patience, but in his relations with a jobber a delayed delivery inaugurates a hunt for another jobber with larger resources in the way of supply.

The advance in price on wire products was not unanticipated, as the markets are so completely controlled by the American Steel & Wire Co., they can handle them as tney see fit, especially as the profits of previous purchases are keeping the jobbers in excellent good humor. As deliveries have been none too swift, the stiffening of price is regarded as being in the line of the policy adopted by this company. The demand continues to be of such a favorable character but little doubt exists in the mind of the progressive dealer that the present conditions surrounding wire and similar products have come to stay. No better evidence need be given than the fact that advances in wages, which are constantly occurring among the manufacturers, prove to a certainty that order books are still choked with unfilled specifications, the dilatory deliveries alone causing the cautious dealer to anticipate the requirements of the future.

While the export outlet for standard goods,—on which the domestic demand is still sustained with vigor,—is not being pushed with the ardor of twelve months ago, still this actively important branch of our business is by no means abandoned by any of the manufacturers who have experienced its growing advantages. While our advancing quotations on some exporting lines retard the speculative expansion of this field for business, it must be borne in mind that the increasing cost of the metals used in the manufacture of many of our specialties is equally as high in all parts of the world where competition would create comparisons of cost, and the advantages of our mechanical appliances, skilled labor and prompt delivery, from un-

Digitized by Google

equalled resources, are still to be counted on as being greatly in our favor.

No Cause for Anxiety.

The lull now apparent in current sales by manufacturers to the jobbers is apt to make them apprehensive that business is at a stand still; the manufacturers in many cases, with orders that will take months to fill, have got so used to seeing long specifications for stock come in by every morning mail, they dread the change, fearing a time will arrive, as in the past, when they can see an end to the rush conditions that have prevailed of late.

But all this time business is naturally being adjusted to a state of affairs that will affect next season's purchases. It is no longer a question if prices will remain as when present stocks were ordered, or whether they will be subjects for competitive strife, with demoralizing results. As the markets controlling raw material are significantly stronger than at any time this year, and as orders for their product have delivery extended farther into the coming season than any manufacturers special lines; advanced quotations will be the rule instead of the exception for some time to come.

New Members Hardware Club.

At a recent meeting of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in that organization:

George T. Montgomery, No. 105 Fulton Street.

Edward Fifield, No. 56 John Street.

W. D. Walkley; Peck, Stow & Wilcox Co., No. 27 Murray Street.

Charles Straus, No. 237 Broadway.

We have received from the United States Steel Lock Co., Clinton, Iowa, an attractive little catalogue in black, green and gold, illustrating and describing the Warner high-grade steel door locks and artistic trimmings which they manufacture. In a note of introduction they say: "On the 5th day of December, 1898, D. J. Batchelder purchased from the Warner Lock Co., Chicago, their entire plant for the manufacture of steel locks and other Hardware, with all their machinery, fixtures, tools, trade-marks, patents, etc. Mr. Batchelder has since put the plant in first-class condition and re-engaged the skilled workmen formerly employed, and the business is being conducted by him under the trade name of the United States Steel Lock Co."

The Payson Mfg. Co., Chicago, Ill., will on May 1 remove from their present location at No. 111 Chambers Street to a more desirable office at No, 88 Chambers Street, where they will be on the street floor, and intend fitting up handsome and complete sample rooms for the sale of their line of desirable specialties. Their business in this city will be under the charge of Frank Pfeifer, who has for so long a period been identified with this progressive company as New York manager, and who will be pleased to welcome his old friends in the new location.

Projectiles used for the United States army for its great modern guns cost as follows: Solid shot, 8-inch, $69 80 each; 10-inch, $144.50 each; 12-inch, $212 each; 12-inch mortar shells, weighing 800 pounds, $114 each, and 12-inch mortar shells, weighing 1000 pounds, $195.—*Exchange.*

If people were compelled to bury their faults the undertakers would be kept busy.—*Exchange.*

Complimenting Our Special Issue.

E. S. Hulbert & Co., Bernardston, Mass.: "Your 10th issue is a beauty."

Peters Cartridge Co., Cincinnati, Ohio: "Your Jobbers' Number is at hand, and is certainly a very handsome volume."

C. E. Jennings & Co., New York: "We have just received your April 10th Anniversary number, and are delighted with it. You have certainly displayed a great deal of taste in the arrangement of this number."

North Bros. Mfg. Co., Philadelphia, Pa.: "We congratulate you on the fine appearance you make in your anniversary issue of *Hardware*."

Supplee Hardware Co., Philadelphia, Pa.: "The greatest pleasure we have to-day is in being able to congratulate you upon the very excellent and most satisfactory edition of your Hardware Jobbers' number. We have not had an opportunity as yet to digest any of the articles it contains, but will count it a pleasure to do so at a very early date, and know if we cannot secure some benefit and gain some knowledge from the wisdom of others the fault will be our own. The paper has already caused favorable comments by a good many who have had the opportunity of examining it."

Joseph Dixon Crucible Co., Jersey City, N. J.: "The April 10 number of *Hardware* is indeed a beauty, and a credit to you, and you must have hustled considerably to get out such a fine paper with so much matter."

William Johnson, Newark, N. J.: "The Anniversary number of *Hardware* is at hand to-day, and my advertisement makes a very fine appearance."

Ferracute Machine Co., Bridgeton, N. J.: "Your very handsome and complete anniversary number of *Hardware* is received. We congratulate you on attaining to your ninth year in publishing so excellent a paper. We find it very useful, and the most complete publication of the kind that we have yet come across."

Huber & Kalbach Co., Oskaloosa, Iowa: "Your Jobbers' Number of *Hardware* is certainly a very complete and nicely gotten up paper."

Lockwood-Taylor Hardware Co., Cleveland, O.: "Your anniversary edition is a model of excellence."

The ninth anniversary of *Hardware*, one of the most popular trade papers in America, was marked by a 196-page issue bound in yellow enameled cover printed in black and red. The representative firms in the hardware trade from the North and the South, the East and the West, testifie their appreciation of the sterling merits of *Hardware* by liberal announcements, which combined an unusually interesting and attractive exhibit of the Hardware trades output and most recent inventions. Articles and letters appear from representative firms in different sections of the country, in which the future of the jobbers is treated, and the relations of the different branches of the trade, one to the other, considered. Twenty-four pictures of *Hardware's* staff of correspondents are among the notable features. We congratulate our contemporary upon the success of this issue, but beyond that upon its enjoyment of the hearty good will and support of a great industry.—*The American Grocer.*

"Now, I suppose," remarked Mrs. Snaggs, "that the surgeons of the army are attached to the medical corps."

"Your supposition does you great credit," replied Mr. Snaggs sarcastically. "It's a wonder you didn't imagine that doctors joined the army for the purpose of building bridges or going up in balloons. Where should army surgeons be except in the medical corps?"

"Well, I thought that they might possibly belong to the Lancers."—*Pittsburg Chronicle.*

Digitized by Google

PHILANTRHOPIC SIDE OF THE MANUF'T'R.

Some time ago a number of prominent manufacturers from the East paid a visit to the plant of the National Cash Register Co., of Dayton, Ohio. The object of this visit was to study certain economic and philanthropic ideas put in operation for the joint benefit of capital and labor.

From among the operatives was chosen a number to represent their interests with the management in all questions where friction might be expected. A system whereby complaints and suggestions were brought to the attention of the heads of the factory was inaugurated. A free lunch for operatives was established; as were also free baths, cooking schools, clubs, libraries, etc., and numerous other innovations.

The impression made upon the visitors seems to have been favorable, in some cases at least. Myron W. Tarbox, of the Boston & Lockport Block Co., has since then carried on a correspondence with a manufacturer in Dayton with a view to finding out how these features may be applied to other businesses, and how they impress the neighbors of the National Cash Register Co.

As these letters contain much that may interest those who make a study of the question, we print two of them here:

DAYTON, Ohio, Feb. 6, 1899.

Mr. Myron H. Tarbox, Boston, Mass.:

Dear Friend: Your letter duly received. You of course saw many things down at the N. C. R. that were extravagant and not to be thought of for a moment in a business that is as closely run as yours and ours, but there are several things that are on the right principle, and with a little thought and care can be "worked over" to suit our surroundings. For instance, the Suggestion Boxes I have found to be of very great advantage. I explained their use to the men and said I would kindly appreciate any suggestions or complaints that were made in the right spirit; and where any complaints were just, I would cheerfully redress the grievances, and would not punish any one making any sort of a just complaint; and where any suggestions or improvements were made that were of real value I would reward the suggestion. I have found this of such great practical value that we have never run behind in a single year of the panic and have had to see our prices depreciate fifty per cent. Of course much of the depreciation has been in raw material, but at least twenty-five per cent. of it has been in labor, and we have not had to make a single cut in wages and have no labor troubles nor any difficulty whatever. We work about one hundred men in all our departments, about one-half of them skilled.

Another thing we have found of advantage is the meeting once a day for a half hour of all our heads of departments for consultation. The advantage of it is this. When we are busy we often find some work getting behind time or work congested in some department and work slack in others. Then the tendency is for each foreman to try to shield himself by laying the blame on some other foreman not present. Under this system we have them all face to face and in five minutes' time we can locate the difficulty and prescribe for its cure. In the old way it would take me the better part of the day to find it, and frequently I could not locate it even then. These are the two only things I use so far. I am considerable of an "old fogy" and am not quick to jump at things, and never "bite off more than I can chaw." As soon as I get one thing properly masticated I am ready to take off another bite. I am about ready to bite again as soon as I see something there that tempts my appetite. Some of the "frills" down there are out of my reach, as our profits are too small to allow us to indulge in such expensive luxuries, and some of them I think are simply huge mistakes. For instance, I do not approve of that hydra-headed monster that he calls the factory committee, and I don't think it works at all. It has a tendency to diffuse responsibility and each of the factory committee seems to be jealous of the other, and are afraid to make suggestions for fear they are not right, and each one feels that the jealousy of his comrades is apt to turn him down and so for fear that they may do something that will give him a cause for turning him down the factory committees usually are only "rag chewing" contests for the required hour and any real subject for decision is finally referred to the President, as it ought to be without the preliminary "rag chewing."

My belief in this matter has always been that a business to be run successfully must have one head on whom all responsibility must center, and any attempt to diffuse this responsibility only weakens the organization. An old farmer friend of mine once told me it was exceedingly bad policy to have "two bulls in one barnyard."

The matter of baths, landscape gardening, kindergarten, cooking school, clubs, libraries, etc., is an expense that very few businesses can stand, and they really are not a part of the N. C. R. system except in this, that while some business men take their profits and spend it in yachts, race horses, balls, parties, etc., for the benefit of people abundantly able to buy their own, Mr. Patterson takes his profits and bestows them on the people who need and appreciate it, and who helped him to make it. In this I think him a true philanthropist and a public benefactor. He is showing the wealthy and successful man how to bestow his wealth so as to give the greatest happiness to those about him and at the same time to better the condition of laboring men and make all classes feel that there is a practical side to the theory of the "common brotherhood of man."

I am glad to have formed your acquaintance and would have been pleased to have had a chance to give you a good long chat. I am not much of a letter writer, and cannot express myself as clearly nor as glibly by typewriter as I can by "jaw." Like Billy Bryan, "the boy orator of the Platte" I am marvelously skilled in the use of Samson's simple weapon. Yours truly,

———— ————.

Dayton, Ohio, Feb. 16, 1899.

Mr. Myron H. Tarbox:

Dear Sir: Your letter of the 11th found me away from home. I now repiy. Our shop is somewhat similar to yours, our several departments are small, about twenty or twenty-five men in each. The problem that confronted us was how to meet the fierce competition that was on us. I called each department together and told the men frankly just what condition confronted us and then said that I would adopt the Cash Register idea. That I would not cut their wages for six months but would establish a suggestion box in each department and solicited their opinions and suggestions, and if at the end of six months we had been able to meet the competition the wages would not be touched, otherwise there would have to be a straight cut of twenty per cent. in all wages. This I thought was "prizes" enough. I was willing to run the risk for six months of the thing not working, and their "stake" was to keep their wages at their present price. To my utter

Digitized by Google

amazement the thing worked like a charm. At the end of six months, when we made a balance sheet, the result so surprised me that I was sure our book-keeper had made a mistake and I refused to have them engross the balance sheet for over a week until I had gone over it, and even then when I could not find an error, I proved the thing by throwing aside all books and taking an inventory of all we possessed and deducted our liabilities and th n subtracted our actual worth of the year before and found we were all right. It thoroughly increased the "morale" of our force, and we had then over fifty pairs of eyes constantly on the lookout for "leaks," that nothing was overlooked and the multitude of small savings made up a large sum. Of course the increase of subsequent years could not be as great as the first year, for the reason that there were fewer leaks to be found and subsequent improvements could only be made by inventing better methods of doing the work. I will begin next year again by offering rewards. What does a hundred or two dollars signify as compared with a shop that has a fine "*esprit de corps?*" The men thus get to take a closer interest in your business, employer and employee are not so far apart, there is a community of interest, and each learns to like the other and respect him.

You will have to be the judge of how you will start it, but a man who is as smart as I take you to be will have no difficulty in finding a way to make the thing practical in his own factory. I hope you will try it and be kind enough to let me know how it works.

In regard to consultation with heads of departments. I have no regular hour for it. I sometimes am delayed with getting some of my outside men under way or may be delayed with a customer from out of town, but I make it a point at the earliest opportunity I have after the mail arrives to call all the heads together in the office and briefly block out the business of the day and have them report just their condition; what is dragging, what is urgent, what can be side-tracked for more urgent orders, etc. All this has been done in fifteen or twenty minutes; whereas if I went around to each department, I would lose a great deal of time; and matters would come up in one department that I would have to consult another department about before I could give a final decision. In this other way I have them all together; and twenty minutes' consultation answers for the whole factory; while under the old regime it took fully that long for each department, and the work not be nearly so well done.

Yours respectfully,

The success attending the introduction of the Suggestion Box is certainly remarkable and worthy of close investigation by every shop and factory employing any considerable force. If such saving as intimated in the second letter can be effected it is well worth the trial; and no question of false pride, felt by some in consulting subordinates, should be allowed to enter into the question.

When a man is engaged by a manufacturer, whether in the capacity of general superintendent or of an unskilled laborer, his best efforts for his employer's interests are due to the latter; and it not infrequently happens that those in subordinate positions see many unnecessary leaks that must necessarily escape the eye of the foreman or superintendent; but owing to a feeling that volunteered information of this kind would be regarded as an impertinence the workman often hesitates to mention the matter.

Boston, April 18, 1899. FRED A. CATON.

"I suppose," said Elder Keepalong, as he took a seat on a bench in Deacon Ironside's shop and glanced around with a humorous twinkle in his eye, "it has never occurred to you to get up a book of proverbs out of your old saws?"

"No," admitted the deacon, "It never has. Still," he added, "I generally put 'em on file."—*Chicago Tribune.*

Southern Hardware Jobbers' Association.

As previously advised, the meeting of the Southern Hardware Jobbers' Association will be held at Atlantic City, N. J., on the 14th, 15th and 16th of June, 1899. This point was chosen this year for the reason it suited all interests best. The Islesworth Hotel has been selected for the headquarters of the Association, and a rate of $2.50 without, and $3.50 with bath, has been granted, which applies to all who attend the convention. Each morning session, and the afternoon session of the 16th, will be devoted to the joint sessions of the jobbers, manufacturers and their representatives. The other sessions will be of an executive character. Special passenger rates will be arranged for the occasion, the particulars of which will be given out at a later date. The Association extends a cordial invitation to each and every interested manufacturer, and to their representatives throughout the United States, to attend the convention, as the programme this year (which will be published later) has been arranged with a view of benefitting the manufacturers perhaps equally as much as the jobbers. The Hardware jobbers of all sections will also receive a hearty welcome, and are specially invited to meet with us. The representatives of the press, the jobbers, traveling salesmen, and our friends of other professions will also be welcomed, and will be admitted to all our joint sessions. To the executive sessions, however, only the jobbers will be admitted, otherwise the meeting is open to all.

The Belting in the Tunnel.

An important feature in the equipment of the Hoosac Tunnel Elevator, recently completed at Charlestown, Mass., for the Fitchburg Railroad Co., is the rubber belting which is used as carriers for the grain in the various galleries, and to which the buckets are attached for lifting the grain to the large storage bins.

The contractor for the elevator, James L. Record, of Minneapolis, Minn., awarded the order for the belting to the Boston Belting Co., of Boston, Mass. It comprised about 7,500 feet of 36-inch 4-ply, 1,600 feet 38-inch 4-ply, and 4,800 feet of 22-inch 6-ply, besides a quantity of narrower belts. The total weight of all the belts is upwards of thirty-five tons. The longest 36-inch 4-ply belt measured 1,500 feet, and several others of the same width were more than 1,000 feet long each. Each of the 36-inch belts carries about 8,000 bushels of grain an hour.

The belting in the original Hoosac Tunnel elevator, built in 1881–82, and which was destroyed by fire in February, 1898, was supplied by the Boston Belting Co., and the excellent satisfaction which it had always given was a strong recommendation for the company, and carried considerable weight in its favor in connection with the placing of the contract for belting in the new elevator just finished. Some of the original belts made in 1882, which were not destroyed by fire, are in first-class condition to-day and are doing good service in the present elevator.

We have received from the Boston Belting Co., Boston, Mass., a unique advertisement of the large postal card order. The illustration at the top depicts a modern cherub turning a wholesome stream of water upon a much patched and frayed tramp. It is, of course, understood that the hose used is that of the Boston Belting Co., and the tramp represents, by his general appearance of delapidation, the condition of some manufacturers' plants. The argument is that such outfits must go, and the manufacturer who hopes to compete successfully in the present time must have first class equipment that can be depended upon.

By assuming the very low stoop the enthusiastic bicycler is doing all he can to put his shoulder to the wheel and push it along.—*L. A. W. Bulletin.*

Digitized by Google

OLD JOBBING DAYS IN NEW YORK---II.

The order from a customer was taken in an order book after the goods were sold by inspecting the samples. These books were all known by specified numbers, and entered in a recording book, with name of customer, town and shipping directions, so it was always possible to tell how many orders we were behind, when purchased and when shipped; it being nothing unusual in the busy season for delayed orders to reach upwards of a hundred, large and small. The member of the firm, or principal salesman who had made the sale, handed the book to a junior clerk—who had an experience of not less than two years—to commence getting the goods out of stock; which he did after copying off for the clerks running the upper floors, the goods to be found there. The junior found a spot on the store floor where he could make a nucleus for his order, and in doing this many a fight resulted from encroaching on the demesnes intended for somebody else's big bill. The salesman always kept tab on the bill he sold, and after the junior reported it to be as complete as he could make it, he would see if he could substitute for some of the items a sufficiency of which was not found. Then the order was entered in the sales book from the goods actually laid out upon the floor, so the condition of the stock could be ascertained, in case complaints regarding it should be made by the customer upon receipt. All bills were looked back by a second party, thus making it doubly sure. As these long invoices frequently represented sales amounting from $1500 to $4000, it was considered by the junior as quite a feather in his cap if few errors were found, and his careful attention was commended. In my own experience, we were accustomed on a very long bill to charge it up in the evening, when all the counters and floors nearby enabled a proper display and inspection of the goods. This made the midnight near at hand when we left the store to go home, only to return again at 7 A. M., to open up.

The next day the two packers, the usual number, disposed of the big bill; smaller bills could be packed by anybody, one or two shoe cases often being the extent of the shelf Hardware, and the young man who charged it up was glad to pack it, and get it out of the way.

Many a time when our carman and his assistant were away shipping their loads, did we have to go out and hail any strange carman to take a load for fifty cents down to the Erie or Morris & Essex R. R., or some suburban boat, by which small shipments were the rule. The manner in which business was done in those days would seem decidedly primitive to the present generation, but we usually had the goods on hand, or knew where we could "pick them up;" rarely waited for anything to come in from factory, except to make some customary back order complete.

Previous to 1865 there wasn't a great deal of the systematic and persistent drumming for trade, which in its complete development at the present time, crowds even the cross roads and way stations with competitive hustlers, who are each armed with methods for selling, backed up by rolls of samples, with an immense catalogue covering everything possible for a dealer to want, and all suitably arranged for the territory he may be canvassing. In the days gone by, never to return, our catalogues of stock were merely memorandum books of what constituted our extensive assortment, and arranged on the pages in such a manner that the holder could go all over the line of samples and make his selections.

The first complete stock catalogue, suitable for traveling purposes, I can remember, was published by the Russell & Erwin Mfg. Co. about 1864, I think, and was a very large folio volume, quite heavy in weight, in which a full assortment of many standard requirements in Hardware were illustrated, all the goods of their own make being included, although the assortment in those days outside of locks, knobs and furniture for same, padlocks, shovels and tongs, and meat cutters, etc., was not very extensive, compared with a later date, but this large volume was fully appreciated, although it didn't have any prices in it, as I well remember, for before making my first Western trip in 1865 I spent two months of my spare time—of which I hadn't a large supply—in putting in lists and discounts, and otherwise making it so I could sell a bill of goods by its aid. The company charged $25.00 for this catalogue, and those who used one to make money never grudged the cost.

Bliven & Mead, who were then the largest jobbers, representing several domestic and foreign manufacturers as well, published a small, but useful catalogue, having miniature illustrations down the sides of the page. As foreign goods were represented in quite a variety, this was a good volume to add to the drummers' kit, and sold many goods. This firm combined later with a large manufacturing company for whom they had been acting as agents, forming the Hart, Bliven & Mead Co., and issuing under that name a much more ambitious catalogue which embraced their now largely augmented stock of goods.

At a later date, Sargent & Co. gave us, I think, the first satisfactory catalogue of their own and other goods, that would be found useful for traveling purposes. This was considered, even as it is to-day, a valuable compendium of Hardware information, and a fine addition to our trade literature, and systematic drumming was made possible by this valuable auxiliary. My first copy of this catalogue was made notable for my own purposes by going over the illustrations with gold paint, by which all the brass parts and articles were made to show the metal; brass bolts and keys for locks, etc., were illuminated in this way, and were easily distinguished from the commoner varieties.

For creating the present standard for perfect catalogue work, I think Wm. J. Ladd, of Sargent & Co. deserves the credit of setting the pace. He is, beyond doubt, the most ambitious compiler of catalogue work in the trade, and is satisfied with nothing short of perfection in his line of work. I have known him to have three separate drawings made of some new production of the Sargent & Co. shops, each with a different view, before he would decide which was the best for purposes of catalogue illustration. Every wood cut passing his inspection is a gem of fine drawing and excellent engraving.

In the personality of the men who posed in the old days as the most successful salesmen, and the men who at the present time have ambitious positions with houses they have for many years been associated with, there would be found a vast difference, and greatly in favor of the present methods for doing business. It is, thank goodness, no longer necessary to be able to stand a goodly supply of "booze" in order to sell goods either at home or "on the road." To-day the few drinkers who are left, are largely in the minority, and the quiet, pains taking, hard-working man who spends his time every day learning something new about his business, thereby increasing his knowledge and enhancing his value, leads in the procession of successful endeavor. The self-respecting salesman is the one who will always have the ear of the firm, and will hold the key to their greatest confidence.

Digitized by Google

I can remember when late in the sixties one of my most successful salesmen died from a too great and excessive indulgence in intoxicants. One of my rising young men, covering only a very limited territory, asked to have that of the other man added to his own. He was the son of a clergyman, and I said: "John, I respect your father too much to place you in the way of such temptation as would beset you if you undertook to handle that man's trade." His reply I will always remember. He said: "I don't believe it will be necessary to adopt the same methods; if you will give it to me, I promise I will never enter a house of questionable resort, nor ever lose my self respect by drinking or carousing with a single customer." I said: "If you will give me your hand on that you shall have the territory." He did so, and kept his word, selling in a few years double the amount in dollars and cents sold by the salesman who shortened his life by dissipation, and from a salary of $1500 a year, he was paid eventually on a commission basis, as much as $4000 annually. He is alive today, doing a successful business on his own account, having filled positions of political preferment. The foundation of his continued success was temperance, not necesarily meaning total abstinence.

The salesmen of the old-time jobbers were, however, nearly all prone to loose drinking habits; for they, instead of traveling through the country making acquaintances and sales, used every evening to frequent the various hotels in search of new arrivals, the hotels, with few exceptions, being located on or below Canal Street. There the boys from other lines of trade would meet, and use reciprocity in acquaintances, shaking the hands of old customers, many of whom made their visit to the city a week's debauch, in which treating, the theatre and kindred amusements, possibly a visit to something new up-town, formed only the preliminaries of the purchase of a season's full supply of goods, running in amount to many thousands of dollars.

Good houses winked at these indulgences, believing the end justified the means, the end being good profits; and fortunes were amassed by the principals, while the subordinates were ruined by too much indulgence.

No longer are any such tactics considered commendable. Goods are sold on their merits. Prices are made that do anything but reek with unearned profit. Quality, style and general fitness have to be consulted in the proper selection of a stock of goods. Tastes have been cultivated by the increasing wealth and culture of the middle classes, and "any old thing" will no longer answer.

In the days to which I more especially make reference, in the selection of articles required in builders' Hardware and other branches of our business, it was apt to be a "Hobson's choice," and the customer bought what the dealer had in stock—it was all right if it filled the bill, and it usually did.

HENRY HOPKINS.

New York, April 1899.

English Cutlery Grinders.

Of the dangers to which the cutlery grinder is exposed much has been written. The terrible results of the constant inhalation of dust compounded of stone and steel arrested and appalled the imagination. The expression of public opinion led to the adoption of the act of 1878 of provisions for the removal of this dust, which were afterward supplemented by the act of 1895. Although it cannot be claimed that grinders' phthisis has been extirpated, it has been largely diminished by the use of ventilating fans. With the example before us of the overthrow of such insidious perils by apparently simple methods, point is given to the dangers that remain behind and to the indefensibility of allowing them free play. It is the more obvious risks which remain uncontrolled; those engendered by the bursting or flying of a huge grindstone running at a speed of from 200 to 300 revolutions per minute, or of a smaller stone running at a higher velocity, which reaches even 1,500 revolutions per minute. That these risks are not imaginary is proved by the annual report of the Chief Inspector of factories for 1897, in which it will be seen that 383 of the accidents that occurred in that year were due to grindstones.—*Fortnightly Review.*

Colors of Gold Metal.

Many people regard gold as of one color; this is a mistake, as pure gold varies considerably. An expert can tell the locality from whence it was derived by its color. The Australian gold is much redder than Californian. Nugget gold (Klondike for instance) is yellow, whereas that from quartz is of a deeper "golden" tint. The reddest gold comes from the Ural mountains. Of course few people see pure gold, for the metal of commerce and even our coins are alloyed. Native metal is much too soft to be used alone, and requires an alloy to enable it to withstand rough wear and tear—*Ironmongers Chronicle* (*Eng.*)

Action of Water on Iron.

Perfectly pure distilled water, free from air (a very rare occurrence) does not act at all upon iron.

Natural spring, lake and river waters act the less the more alkaline and the less free carbonic acid in them.

Water polluted by sewerage containing salt, nitrates and sulphates act very rapidly, especially sulphate of lime causes a rapid action by the double effect of a reduction of the sulphate into sulphide, and subsequent reoxidization into sulphate; it is, therefore, constantly acting as an oxygen carrier from the air upon the iron.

Sea water acts three times as powerful as river water.

Incrustations of carbonate of lime and silica protect the iron.

In porous soils iron rusts as rapidly as in free water.

In clay it rusts very slowly.

Galvanic action set up by human work (trolley lines, telegraph, power transmission) takes place wherever iron touches moisture; hence it takes place within walls, in the soil, even at the roof of buildings, the current finds means of equalizing the pressure and some metal part decomposes the moisture always present at the expense of its own material.—*Exchange.*

A Useful Alloy.

Experiments in the Sibley laboratory at Cornell University have shown that an alloy of two-thirds aluminum and one-third zinc possesses some remarkable qualities. It is white and takes a fine finish, and is equal in strength to good cast iron, but superior to it in elasticity. On the other hand it melts at 800 or 900 degrees Fahrenheit, and can be liquified in a ladle over an open fire. In the liquid form it fills a mold, running into all the small parts much better than brass, but is more brittle than brass. With it small castings can be made without the use of a foundry furnace.—*Exchange.*

An English manufacturer brought out a jug intended to be used as a Christmas present by licensed victuallers. It holds one and a half pints, is neatly decorated, and bears on the face the following quaint legend:

Here's to the man content with his lot,
Contented and thankful for what he has got,
Who never sits sighing for what he has not,
But here's welcome to all in an old Christmas tot.

Almost right in the center of the jug is a drawing of an old fashioned table, on which repose a jug and an ancient looking tot glass—one of the good old sort once popular in England.—*Exchange.*

Always avoid the use of big words; they are sometimes inconvenient to swallow.—*Exchange.*

Digitized by Google

THE QUESTION OF "TRADE REFORM"—I.

The following interesting paper on "Trade Reform" was read by C. W. Aldrich, beford the recent meeting of the Iowa Retail Hardware Dealers' Association:

I am deeply sensitive of the honor you do me, in inviting me to come before your convention on this occasion and contribute my mite toward the co-operative work, the upbuilding of retail Hardware trading. I can best prove my gratitude toward you by, in so far as I am able to do, aiding you in the work of building a strong organization. In addressing you upon this occasion whatever I may say will be perhaps largely general, from manuscript and in the utmost candor and frankness of which I may be the master.

I belong to that school of Americans who believe in the freedom of thought, freedom of speech and freedom of action, which trespasses upon the rights of no one. I believe in the purity of Americanism being engrafted into every part of our country's organism, whether of business, politics or religion. So believing, so thinking, so reasoning, it will be systems rather than things themselves that I shall attack. It will not be an individual or the business, but the manner of conducting the business, that I shall assail.

The questions that have brought you together in such goodly numbers from all sections of your State, are questions of great moment to the business world, and to you as members of that world. For several years these questions have to me been subjects of thought. As a commercial traveler upon the road much of the time for the past fifteen years, many incidents have arisen to fix these things in my mind, and from time to time, I have seen the evils of which you complain grow from little to big, from bad to worse.

Some years ago when I began in the leisure moments and intervals of business to discuss these questions with dealers, I found the trade generally aware of the facts, conditions and evils that exist, but they seemed powerless to act, and rising to the dignity of the occasion would ask, "What are you going to do about it?" "Organize! organize! my dear sirs, and give open, honest battle." "Yes, but you can never organize the retail trade; those little petty jealousies ever fermenting are liable to crop out among members, and where is your organization then, that should be your bulwark of strength?"

To ——— with all your little petty jealousies, put them behind you, organize with your shibboleth fidelity to the cause of trade reform, and in a solid phalanx press back the enemy that is bearing hard down upon the citadel of honest, fair, commercial dealing. It has been no argument to convince many dealers of the justice of such a movement, but that thief of time, procrastination, in hundreds of cases holds the dealer captive, and the great octopus is drawing nearer and nearer the gates.

RETAIL TRADING THREATENED.

Round about the citadel of retail trading, creeping nearer and nearer, ever comes the threatening monster that must be driven back by the united front of the retail dealers ere they are swept from the sea of action into the gulf of involuntary bankruptcy, and while they plead for a four dollar a week situation, their little ones cry of hunger. Gentlemen, this is no fairy tale, but can be verified in every large city where dwells the Department Store. Thousands of small prosperous firms have been wiped out of existence as business men, and their families brought to penury. There is no fancy about these things, gentlemen, nothing but the cold, naked facts, and as you press them home to yourselves, your business, and think of those dependent upon you, wife, children, mother or father, 'tis like cold steel to the heart.

This country is the fairest and brightest on earth. Our cosmopolitan people acknowledge no superior people in the world. In wealth, natural advantages, endless resources, we are peer of peers. Give our people, our tradesmen, equal advantages under the law, and there is no country on God's footstool where man can work out his own salvation and carve his way to an honest livelihood with better results than in this our America.

There is hardly an American school boy who is not conversant with the facts that caused the thirteen colonies to organize and fight to death. It was trade oppression, oppression of the mother country, trade oppression forced by the concentrated wealth of the old world that led to Lexington, Yorktown and a thousand battle fields where the rich, warm blood was drank up by the virgin soil. It is not that sort of trade oppression that confronts us now, or we would up and at them with shotted guns. For the last ten years in this country we have seen the rapid centralization of wealth. In that time combines, consolidations and trusts have grown to an enormous extent. Through them, large businesses have been developed and smaller ones have been wiped out of existence, and the small business concerns no longer hold a tenure of life warranting an honest livelihood. These are the things you must contend with. These are the things you, as retail business men, seek to correct. Seek to correct by the establishment of better business methods. Your work is almost wholly an educational one. You do not seek by force to compel the doing of certain things; you are not arbitrarily trying to enforce certain edicts, but by education, by the argument of numbers, by numerical strength of argument you seek to reform the abuses without encroaching upon the rights of anyone.

Gentlemen, tell me, or rather tell me not, there is no cause for alarm, that it is but a mere fancy. When the State Legislatures of such great states as Illinois and Minnesota concern themselves about the growing evils of department store trading and such a great state as Wisconsin turns her attention to legislating against the evils of prison vs. free skilled labor, tell me not, I say, that it is but a false alarm. The discussion is only begun; 'tis but the first brush of the picket line.

In considering the question of trade reform we must first consider the prime factors in trade as three—Manufacturing, Wholesaling and Retailing. No one of these factors is to blame for all the ills, upon no single one can you lodge all the responsibility, neither can it be expected any one of the factors can do or should do all the reforming. Each one has a part to do, each one has a duty to perform, and only by a united co-operative work can the problem be solved and trade methods corrected. Somehow fate has decreed that the retailer should begin the initiatory work, not that he is the greatest offender, or that it is his province to do so, but because he is the greatest sufferer; feels more keenly the burden which falls heavier and heavier year by year upon his legitimate earnings, making it less and less inviting to stand at the consumer's doorway holding stocks for his inspection and possible purchase.

So much for the several factors in trade. What of the

Digitized by Google

offenses, what of the remedies, what of correction. Fifty years is not such a long period of time; many of you can perhaps span it with your memories, and to those whose years will not permit, our history is so fresh they, even, can comprehend the changes in the commercial life of this country within the last half century. Fifty years ago, at peace with all the world, under normal conditions we were steadily but solidly building the greatest country of all the earth. In an evil hour came internecine strife and war, war begat want, want begat inventive genius and all begat expansion. In the midst of calamities and trouble we began and prosecuted the most rapid development the world has ever known.

RACE FOR EXPANSION.

We have, I believe, however, passed our greatest years of expansion and development. Never again, in our lives or the lives of generations to follow us, will be seen such rapid strides in development, probably as was made from 1880 to about 1890. It was then a mad, eager, breathless race of expansion and development. In that time more than a million emigrants sought our shores, quite two millions of people emigrated from the East to the West, building new homes, villages, towns and cities and with such development and expansion came constantly increasing values.

The primary cause of our great commercial prosperity then, was the rapid peopling of the West. There was then such an active demand for raw material and manufactured products, as to give our entire commercial being a buoyant, enterprising, speculative tone. Money making was then an easy matter to those engaged in mercantile pursuits. The agriculturist, also, accumulated wealth. It was not necessary then, as now, that he who engaged in commercial trading should be an expert; nor was it then necessary to throw safeguards around business transactions, as under the then expanding and growing conditions, he who was fairly active and attentive to business was usually successful, because market prices were in the ascendency. Reparation for the wasteful war of the sixties went on to its completion, and with its completion came a reaction from our too rapid development of expansion. The great army necessary for the exigencies of war and of development become an idle horde. Our home productions were many times greater than our consumption. Foreign demand for our products greatly lessened, development and home productions abroad closed their market against us, and we awoke from a period of the greatest prosperity and industrial development the world ever knew to face one of depression and a more moderate pace for future business advancement.

From a period of hand labor and hand production, we, before the thought of time, emerged into a period of large and cheapened machinery productions, where a single little machine produces in less time the represented labor of fifty or a hundred men. This changed condition of affairs necessitated retrenchment, reforms, lessened prices for our products, because of lessened demands, lessened productions, because of already overcrowded markets, hence lessened marginal profits, because of enforced economy in living. Even mother earth has not at all times been called upon for her most bounteous yields.

Fifty years ago your own proud state was a mere infant in swaddling clothes. Your sister state on the east with its mighty Chicago, the greatest city of this Union, had not then been builded, and the great West was then a wide expanse of unbroken ground, unreclaimed. The mighty East was in the same time developed and strengthened by a vigorous growth of the West. Her towns and villages grew to great cities and large centers of manufacturing industry, each great plant a mine of industry and of wealth.

No matter what the product, expansion demanded the goods. The limit reached, the demand lessened, and then came a crash, followed by several years of depression from which we are slowly recovering. With increased output came increased strife among manufacturers to dispose of products, then also came renewed vigor to minimize cost of production. Not only was a few cents figured upon, but even fractions of one per cent. have been counted in the cost column. Every new device, every new machine possible has been brought to the aid of a lessening of cost and when those measures offered nothing more, then adulterants came into use; every one of these things has been a robbery upon labor. As labor earned less so did it expend less. Again, as conditions cut off demands you have seen the larger manufacturers and capitalists organizing combines and trusts to control output and manipulate prices, and again the competitive power is forced harder and harder upon the retailer.

Fifty years ago the wealth of this country was more evenly distributed, there were then few millionaires and no multi-millionaires. To-day the wealth is largely concentrated, there are many millionaires and not a few multi-millionaires. One of our United States senators is authority for the statement that fifty men can block every industry, stop every wheel, paralyze all business. Another ex-senator is authority for the statement that sixteen million men own and control three-quarters of all the wealth. Such, seemingly, are conditions to-day.

SOME COMMERCIAL OFFENSES.

Then what is the manufacturer's offense? That of forcing competition to a ruinous point. Again you may safely charge many manufacturers with unloading surplus stocks upon the catalogue, jobber and department stores at cost or nearly absolute cost prices, thus greatly intensifying competition. What of the jobber or wholesaler? He had trailed along after the manufacturer, yielding up to his influences and aiding in the bearing processes. What of yourselves, the retailers? You have caught the infective spirit and beaten down still further the marginal scale until many of your co-traders have yielded up to their last quarter, if the hateful assignee has left as much as a quarter out of the assets. Gentlemen, you, too, are largely traversing the competitive tract.

The manufacturer and wholesaler are to-day engaged in building trusts and rearing a hydra-headed monster tenfold more threatening to our people, their cause and their Americanism than any specious political monstrosity ever yet conceived or dreamed of. You gentlemen stand agape, unmoved, inactive, because no one points the way. Your mission is neither an idle nor a curious one. It is not your province to act alone for your salvation as business men, but to act for all the people, for our country, her highest aims and greatest ambitions. These are the conditions that now confront you, the retail business men of to-day, and it is your mission to so shape the commercial affairs as to continue a forward advancement. To no class of people is delegated greater or more important functions of meeting these conditions and guiding the commercial craft through troubled waters to a safe mooring, than to the retail merchants.

During the years of our too rapid development, large industries were built up, and smaller ones begun. Under various forms of improved machinery and man's cunning, our manufactured products multiplied beyond our requirements, until we have to-day largely a congested market, crowded to a limit beyond our consumption. This state of affairs has led to scheming and all forms of cunning to keep our factories and their enormous product disseminated. Adulteration of food products, deceptive and false advertising, false schemes of all sorts have been brought to bear in the pull for business. Selfishness, avarice and greed have largely governed trading.

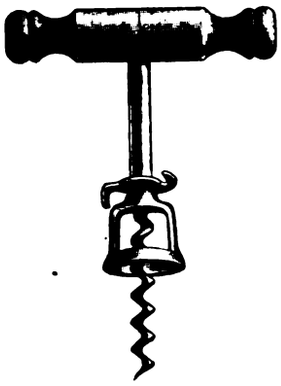
[*Concluded in our next.*]

Digitized by Google

NEW GOODS AND SPECIALTIES.

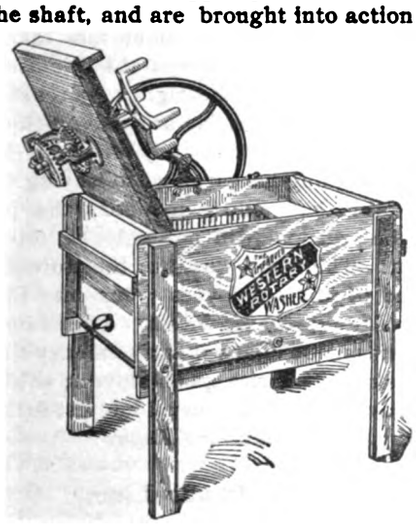
Hand Power Combination Corkscrew.

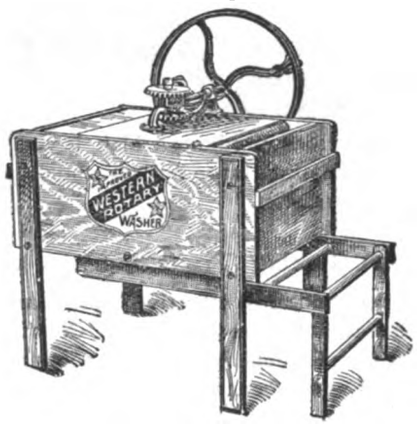
The Williamson W. N. Co., Newark, N. J., are putting upon the market their new Hand Power Combination Corkscrew, as shown by accompanying engraving. This corkscrew is virtually four articles combined in one, as it removes crowns, Baltimore seals, breaks the wires and extracts the corks. This new cork extractor is made with the wire coil as well as the forged worm-screw, all parts being heavily nickel-plated except the handle, which is a fancy turned handle, either box or rosewood, as preferred. Each dozen corkscrews are accompanied by a large and attractive show card, demonstrating the mode of operation.



Improved Rotary Washer.

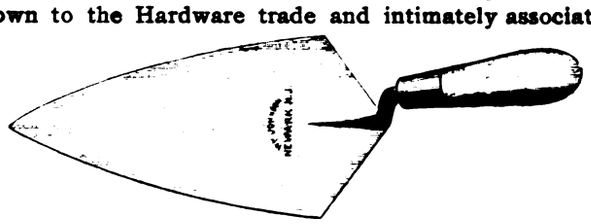
The Anthony Wayne Mfg. Co., Ft. Wayne, Ind., and St. Louis, Mo., have just placed on the market their new Improved Rotary Washer, the most essential improvements of which, over their last year's machine, consist, as they show: "First: In the extremely simple construction of the reversing gear, the alternating rotary motion of the pin wheel being imparted from a pawl working in an automatic switch, thereby causing the driving clutch to engage alternately, either the lower or upper pinion, both of which run loose on the shaft, and are brought into action by the upward and downward movement of the clutch. The mechanism is so simple that it cannot get out of order. Second: The gearing is so constructed that it can be turned either forward or backward, and the machine will wash no matter which way the hand wheel is turned. This will stop all breakages of parts of the gear and will reduce the same to a minimum. Third: When the machine is open, the hand wheel will detach from the gearing and stay on the suds box. This is by far the greatest improvement on this machine, and is not to be found on any other machine of similar construction. Our letters patent especially cover this point, and the claims are so broad as to prevent any one from using the same without infringing on our patents. By this improvement, not only the lift of the heavy hand wheel is dispensed with, but it will also prevent the breakage of the hinges on the round and the splitting of the lid on the square machines, which will surely happen on the old style now on the market if the lid is accidentally dropped, as the gearing when detached from the hand wheel does not weigh more than that now on the Western Washer. However, if not detached, the weight is nearly 30 pounds. Fourth: All of our Rotary Washers are equipped with the galvanized iron pin wheel, for which we claim that it will neither split, rust nor lose the pins, for these are cast intregal with the wheel, are smoother than wood pins and are therefore less liable to injure the clothes, and on account of its weight it will always engage the clothes and wash them no matter whether the machine is loaded to its full capacity or whether only a few pieces are to be washed. The wood pin wheel which will swim on top of the water, will not wash successfully unless the machine is full of clothes." The Anthony Wayne Mfg. Co., who are the inventors of this machine, solicit inquiries from jobbers and dealers in regard to prices and terms on the same.

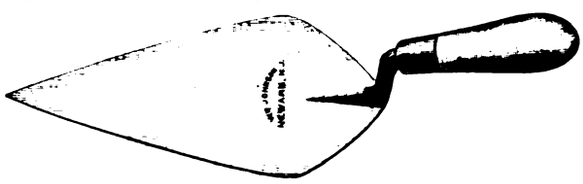




William Johnson's Trowels.

The name of William Johnson, Newark, N. J., has been known to the Hardware trade and intimately associated with the manufacture of this important product for nearly seventy years; the name has in consequence attained a reputation for high grade goods which has become a valuable possession, as scarcely a stock of Hardware in the country but has at sometime recognized the advantages of dealing in a make of goods so well established. The well-known manufacturer, whose factory for years has been located at the Hedenberg Works in the above city, makes Trowels in all their various forms and varieties, including brick, plas-



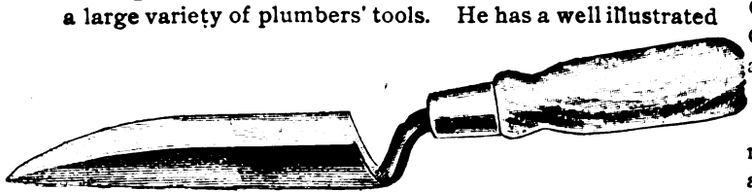


Digitized by Google

tering, painting, corner and garden trowels. They are made from the best quality of steel suitable for the purpose, and are hammer forged and well finished in every respect.



William Johnson also makes a general line of carpenters' and other mechanics' tools and Hardware specialties, including a fine assortment of screw-drivers, and in addition a large variety of plumbers' tools. He has a well illustrated



catalogue of his various products which is well worth the notice and attention of all large buyers who do not already have it in their possession.

A Taking Trade Mark.

One of the best and most effective trade-marks that can be found is that used by the Covert Mfg. Co. of West Troy, N. Y. All tags and labels used in connection with their extensive line of goods bear the following trade mark:



The trade-mark speaks for itself, and is everywhere known as a representation of a first-class line of goods.

High Priced Wood.

So great has been the demand for lignum vitæ, the wood from which the bowling balls are made, that its price has steadily advanced, until it approaches a Klondike magnitude. The weight and hardness of the wood fit it for hard usage, yet the lot of the manufacturer of bowling balls is not a happy one. A famous turner of bowling balls in New York talks very interestingly of the details of his business. "All lignum vitæ," he says, "is imported from the West Indies in the log. The logs run from eighteen inches to six feet in diameter, but bowling ball manufacturers try to get those that will give about nine or ten inches of sound wood from which to turn the ball. The wood is bought by the pound, and is like buying a pig in a poke, for the logs often contain imperfections which compel them to be thrown aside. The large logs are apt to be cracked and shaky. The market is short, so we have to take what we can get.

"When a ball is to be made the log is selected and a suitable length cut off. It is roughly turned into a round shape, then put into a turning machine, with the grain of the heart turning between two centers about which the ball is turned. Two discs, one swinging on the other, guide the knife, which cuts off a thin shaving from one side of the ball until it is exactly half round. Then the other half is turned, leaving only two pieces close to the centers of the lathe.

"As soon as the ball comes out of the machine it has to be covered with shellac or it would crack in drying. The shellac keeps the moisture in, so that it escapes slowly and no portion of the ball dries faster than the other.

"Some bowlers have the finger holes lined with cork to prevent slipping or blistering of the skin in long, hard matches. The last operation is polishing the ball, which is done with shellac, rubbed down by hand until the surface is perfectly smooth. There seems to be no standard in making bowling balls, except that they must be perfectly round and evenly balanced, so that they will roll in a straight line. Every bowler has his own idea on the subject, and unless a ball includes these ideas he is not satisfied with it."—*Sporting Goods Gazette.*

How Aluminum is Made.

The oxide which is obtained from bauxite quarried by the company in Georgia, is fused with cryolite in pots of boiler iron lined with carbon. An electric current is passed through these long series of pots, and the result is precisely similar to what it was when Hall sent the seven-cell Grove battery current through his two-inch crucible in Oberlin—the melted aluminum collects on the carbon negative electrode, and, as already stated, the quantity thus collected daily is measured in tons. Continually, night and day, without cessation, this operation proceeds. The raw material is fed in as required; the product is removed and the carbon is renewed. The waste of the process is said to be so slight as hardly to be an element of calculation. Then comes the casting into ingots and bars, the rolling into rods and wire. Previous to the opening of the Pittsburg works, practically no pure metal was made in the United States. The market price of what was imported had not been lower than $5 a pound in New York. The American manufacturers were soon able to place the pure metal on the market at fifty cents a pound, and an important reduction from this price has lately been made. Besides the original works, near Pittsburg, which have been operated continuously since November, 1888, two plants at Niagara Falls are operated by the same company and the total productive capacity of the three plants is more than 10,000 pounds of aluminum a day. This output nearly equals the combined daily capacity of all the aluminum works of Europe together.—*Review of Reviews.*

Employees as Shareholders.

Readers of the *Manufacturers' Record* are aware of the plan of the Illinois Central to increase the interest of its employees in the company by giving them an opportunity to take stock. A number of employees have been stockholders for several years, and it is stated that shares for which they paid $88 a few years ago are now worth between $114 and $116. In other words they could sell their stock to-day at over 27 per cent. advance if they desire. In addition to this they have been receiving dividends ranging from 4 to 5 per cent., which is a higher rate than many of the savings banks pay. The plan of the Illinois Central is this: An employee is given the right to purchase say five shares at $100 each, and then lay aside so much of his salary each month with which to pay for it. If he decides that he prefers handling his earnings to leaving them with the company, all he has to do is to notify the proper authorities and the principal will not only be returned, but interest with it. The result was that the more saving and better balanced of the employees went into the scheme readily and are highly pleased with it. The example set by the Illinois Central Company has a tendency to increase its harmonious relations with its employees, as all who are shareholders have a more than usual interest in the welfare of the company.—*Manufacturers' Record.*

A Long Plumb Line.

Probably the longest plumb line in existence is that suspended in the Washington monument, which has a free swing of more than 510 feet. It is of hard drawn copper wire, 3-64 inch in diameter, and is suspended, for protection, in a galvanized iron pipe. The wire is located in a plane cutting the center of gravity of the monument, which is 174 feet 10½ inches above the door sill. The plummet was set June 12, 1887, with the top end of the wire fastened to an adjustable brass screw in an I beam about 10 feet from the west wall.—*Chattanooga Tradesman.*

Digitized by Google

NEW ENGLAND HARDWARE ASSOCIATION.

The regular monthly meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, on Wednesday, April 12th. President Wm. D. Parlin, of Natick, Mass., who was elected at the March meeting, assumed his new duties, and showed by his forceful manner, and tact in guiding the business of the evening, that the Association was to be congratulated upon its choice of presiding officer for the coming year.

Despite the unfavorable weather conditions, the attendance was larger than usual, this being due to the lively interest taken by the members in the question of future policy, which has been under consideration for the past two months. A strong and rising market has, for that time, strongly impressed the Association with the necessity of an active, aggressive policy, in order to increase the membership and strengthen their position, and with this end in view, some action has already been taken in order to feel the pulse of the trade. The results will be found in the reports and speeches of the different members which follow.

After singing the National Anthem, and a grace by former President Samuel H. Thompson, the members and their guests sat down to dinner at 5.15 P. M., the hour being changed to allow more time for business discussion.

After the repast, President Parlin called the meeting to order, and in well-chosen words thanked the Association for the honor accorded him by his election, and reviewed the past and present position of the organization, as well as glancing somewhat into the future that lay before it. President Parlin said:

THE PRESIDENT'S ADDRESS.

In entering upon the duties of president of this association I wish first of all to thank you for the honor you have conferred upon me. I hope your confidence has not been misplaced. Your assuarance of hearty co-operation in its duties and responsibilities has been given, and with that understanding I accept the office. Little can be accomplished without this co-operation. The association is organized for our mutual good. All of us must share its labors or we fail to secure its best results.

We meet here to get acquainted with each other, to plan movements which shall help us in trade; to foster commercial integrity, to discourage excessive, unfair competition, stop jealousy and remove by concerted action all evils and customs among us that are against sound business principles. These are objects worthy of our great efforts.

To-night the special subject for our deliberation is how best to extend these principles so that every Hardware dealer in New England shall be brought under their influence. I think we all believe in some local combination that by frequent meetings shall bring local competitors in social touch one with another, feeling sure that by this means amicable relations would soon be established between us. This friendliness would soon take care of differences. How far the price question will be brought up is a matter for your discussion. How much combination it is best to encourage is also for you to decide. Combinations and trusts are not popular among the masses, though there is less antagonism against them now than formerly. I see that prominent labor leaders are growing more and more to favor them. They claim, not without reason, that soon law will step in and the "wasted energies" of competition, saved by combination, will be made to advance price of labor.

In the business world, however, to-day there is almost a mania for combination. Everything seems ripe for it. Trusts in everything. Consolidation everywhere. We, as retail Hardware dealers, shall be very unwise if we do not profit by this business drift. We need not placard it or flaunt it before the public. They will find out fast enough all we want them to know. They will as a mass in the end be better pleased and easier to sell to when they discover prices are steady and there is nothing to gain by searching the whole market for bottom figures. We ourselves care very little what we have to pay for goods provided the other fellow cannot get them at lower prices. Another strong reason why this association should get in its work now is that the great advance in prices gives us the opportunity to adjust them so as to leave us a fair margin of profit. Our customers expect a change, and we shall be very foolish to throw away this fine opportunity to make up for past years of shrinkage. We can do this if the other fellow can be brought into our organization. How best to do this is for you to decide.

We need also a strong body that can have influence in legislation, so that proper laws can be made and those already made enforced for our own good. We want to say to manufacturers and jobbers, "Keep out of retail business." We want to consult with and advise each other so as to weed out undesirable credits. There are a thousand things that need adjusting, and nothing more than good fellowship with each other. It will require charity and forbearance. Differences seemingly irreconcilable will come to the front. Misunderstandings will crop out, but if we discuss these points of controversy as between man and man, with charity for each other, the differences will disappear and a kind and quality of dividends will result which shall satisfy our every expectation.

The President's speech was listened to with great attention, and met with hearty applause at its conclusion.

The minutes of the preceding meeting were then read by Secretary Farless and were approved.

After taking this vote, the President stated that after hearing of his election, he had taken the first train to Canada. There he learned of ex-President Loomis' remarks, and recognized that this Association had a future before it, and came back. He had written several letters to prominent merchants throughout New England, and was most gratified by the replies. A letter from a well-known firm in Pittsfield, Mass., was read, in which the writer expressed the hearty support of all dealers in that locality. It spoke of the local Association, which had existed there for five years with the most beneficial results. At its inception the members had agreed not to believe all the reports of cut prices they heard, but to use the telephone freely. It was soon found that "there were some liars outside of the Hardware trade." It was found that there was not only an increase of profits, but there was also a much better feeling among their customers. The letter was signed by Henry R. Pierson, of the Pierson Hardware Co., and elicited much approval.

The president then called upon Hiram G. Janvrin, as chairman of a committee appointed to investigate the possibility of forming local organizations to affiliate under the parent one.

Mr. Janvrin stated that, after discussing the question, the committee had decided, as a starter, to send out a circular letter asking the recipients for an expression of opinion on the possibility of a local organization in their town, and the desirability of their being represented, either in a

Digitized by Google

body or by delegates, with this Association. This had been done a week before, and while it was too soon to look for results, he had already received several letters expressing hearty approval of the idea, and stating that such organizations were much needed. Mr. Janvrin continued that the whole matter hinged on prices. It was not wanted, nor asked, that these should be fixed high, but that they should be uniform in each competitive circle, and at the same time show a fair profit. This had not been done for several years, and he regarded it as entirely our own fault. The committee had decided that if the circular letter was unsuccessful, they would secure the services of some one qualified to go among the trade and work the matter up; the expenses to be paid from the funds of the Association. He now questioned the right of the committee to so act, and wished to put a motion to the effect that such agent should be appointed, and his expenses so paid. The motion was seconded and the question was thrown open for discussion.

D. Fletcher Barber, before taking up the matter under consideration, wished to call the attention of the members to the fact that their thanks were due to those who had kindly consented to furnish the entertainment part of the evening, among whom were Miss Madge Parks, Hugh Campbell and C. R. Halstrom. Mr. Barber then stated that Mr. Colton, another member of the Committee, had personally interviewed several dealers in other towns and had found them most favorably inclined to local organization and affiliation with this Association. He read a letter from the president of the Springfield Association expressing approval of the idea, and another from a former president to the same effect, and asking for the plan of affiliation. Mr. Barber continued that he deemed it necessary to form another association in Boston, of a purely local character, having a small entrance fee, and meeting often enough to keep pace with market changes. This was because he believed that the parent Association should not attempt to legislate prices generally, but should leave such local one to do that for their own locality. However, he believed that the head one should be notified of all local prices and changes and keep them on file. Other benefits to be received were the general black-list, with the names of all delinquent debtors; the ability of such a strong organization to deal with unjust competition from manufacturers, and the readiness with which the trade generally could be notified of fraudulent schemes. He believed that personal solicitation would be necessary, and that great tact would be necessary in order to overcome the prejudice and personal feeling existing in some localities.

The president then introduced Frank E. Thompson, of the editorial department of the *Iron Age*, whose visit was due to the attitude of aggression taken by the Association.

Mr. Thompson spoke of the hearty sympathy of the paper he represented with association work, and felt that their readers would profit by the discussion now in progress. He referred to the work being done in this line in the West. The difficulties to be contended with there were somewhat different. Department stores, catalogue houses and range peddlers were among these; while freight was also an important item. In the latter respect, it was a common occurrence for the dealers located along a line of railroad to order in combination by carload lots, and have the goods delivered as required, by side tracking the car at each station. He felt that local associations would strengthen both them and the parent organization.

Mr. Thompson, of Lowell, Mass., was the next speaker. He said he hoped the members would not consider this a "Thompson Combination." In listening to the discussion, he had found that they were simply getting back to the fundamental principles which attended the inception of the Association. In the constitution he found the following:

"The New England Hardware Dealers' Association is intended to include in its membership all responsible Hardware dealers, both wholesale and retail, throughout the New England States.

"The trade have long recognized the necessity of an organization and the need of closer social and business relations, realizing that much unjust competition arises from misunderstandings and imaginations therefrom; also having for its object the protection of honest dealers, and guarding them against fraud. These are the principles of the Association."

The trend of the letters received, and read, was a repetition of this sentiment. He felt that the Pierson letter, before referred to, should be printed and sent to the whole trade. He could report marked progress in his own town. Six weeks ago, the trade there was very far apart, and each felt that the other fellow was cutting prices. When the rise in nails occurred, a little use of the telephone resulted in a meeting, at which every house was represented. An organization was immediately formed, and every one was pleased with the result. Nine-tenths of trade misunderstanding was simply imagination, and the only way to overcome this was by getting together and facing the questions like men.

Mr. Whitcomb, of Beverly, Mass., followed, and expressed his great interest in associations, though not at present a member. He considered this the right time to make the endeavor to enlarge. The spirit of combination was in the air. He referred to the trouble given to the dealers in small towns by the representatives of the city agencies, who sell direct to contractors at a profit that could not be afforded by the former. He knew of cases where the price was an advance of only 2½ per cent. on the cost. He was thoroughly in favor of the formation of local associations, and considered it an easy task now, as compared to six months ago.

George W. Burditt followed the last speaker. He had noticed that in this Association, all the talking had to be done by the bald headed or grey bearded members. He wanted to see the younger element come to the front. He was in favor of the movement to expand, and thought that many of the present members would be willing to run around in a radius of twenty miles or so, and do a good deal of missionary work themselves. He, himself, would be glad to do what he could.

Charles O. Tookey, Chelsea, Mass., stated that his local Association had six members, but he was the only one a member of this one. He was using his efforts to bring them all in.

Mr. Chamberlin, of Roxbury, referred to the attitude of manufacturers' agents, whose small offices and low expenses enabled them to undersell the dealer, who was compelled to have extensive premises, a large corps of clerks and other expenses. He felt that confidence was needed. In this connection he was reminded of the mother and daughter, who, while rambling through the fields, were suddenly faced by an aggressive looking Billy-goat. The daughter, with a feminine scream, found shelter behind her mother. The latter counselled calmness and confidence.

"Remember, my child," she said, "we are Christian Scientists."

"Yes, mother," assented the trembling daughter, "but the goat don't know it."

In the present case it was a question of impressing the "goat" with our confidence.

Ex-President Loomis then brought up the question as to whether an official resolve had been made to make the Association a purely business one, or to allow it to continue more on a social basis. Although the question had been up for discussion several times, he found nothing definite on record. He also spoke of the action of the nail manufacturers in making the same price to retailers and

Digitized by Google

consumers, and suggested that some action be taken in the matter.

The motion directing the expenditure of certain sums for the purpose of fostering local associations, was then put, and after some discussion, was passed.

In regard to the business and social question S. D. Balkan suggested that every member be requested to communicate his views to the secretary.

Mr. Janvrin suggested that a happy medium could be found by making it both social and business, and moved that the secretary be instructed to notify all members that their presence was urgently requested at the next meeting. This was carried.

After announcing the entertainment committee for the next meeting, consisting of Austin H. Decatur, Calvin M. Nichols and James A. Cook, the president adjourned the meeting.

FRED A. CATON.

Boston, April, 1899.

Russell & Erwin Mfg. Co.'s New Catalogue.

The Russell & Erwin Mfg. Co., New Britain, Conn., and No. 43 Chambers street, New York, have recently issued their new and complete catalogue for 1899, which forms volume 8 of their series of important catalogues. It forms a complete portable volume of over 1,000 pages, copiously illustrated in all the branches of the Hardware business.

The volume is increased to 1,100 pages by the regular, and very complete numerical indexes, which are features of its careful construction; and the addition of a "fine goods supplement," in which by the aid of gelatine print illustrations made direct from goods, all their artistic designs in high grade builders' Hardware are exhibited. In this supplement are shown thirty-five various styles of their finer grades of cast bronze Hardware, arranged in chronological order as far as possible, and shown in a method of classification by designs, of all the various articles of one pattern on a page. This enables a ready reference to each special design, and is admirably arranged.

When it is realized that this leading branch of their extensive business has associated with its proper distribution an assortment of finishes which on bronze Hardware alone embraces thirty-seven varieties, it is evident the difficulties surrounding the manufacture of builders' Hardware of the present day must be constantly presenting new problems for solution.

In the arrangement of this catalogue more than the usual amount of care has been given, and more original methods have been adopted than in any previous catalogue issued by this representative company. The volume has been compactly made and the goods well displayed by the use of half-size illustrations, instead of the full and three-quarter size cuts which were adopted in previous issues. The endeavor has been made to increase the ability of the work by making each page as complete, in a measure, as possible, no single large sized cuts of the least important lines being allowed a whole page for illustration; the smaller illustrations permit of four times the amount of information to be given, enabling its contents to be digested with infinitely greater ease.

In the Builders' Hardware department, which is naturally the most important, detailed information is conveyed in tabular form wherever possible, and no architect need go astray as to the size of lock fronts, distances from the center of hub to keyholes, and the caution necessary in every instance to keep the desired finish constantly before them. For the benefit of the trade, case quantities and weights are specified on all such goods as are usually purchased in large quantities.

The adoption of a plan in the Fine Goods Supplement, by which all corresponding goods have the same arbitrary number, which has now for the first time been adopted by this company, will, we think, simplify matters very largely in the dealer's interest. When the design and finish are decided upon, they are then the most important parts of the order, and will always have to be kept in view; as no matter what design is selected, the number of the 4-inch mortise lock will be 940; the 5-inch will be 950, and the other locks and escutcheons have arbitrary numbers as well. The memorizing of the small set of numbers covering the line shown, is a very easy matter, and if designs are not too numerous in the dealer's stock, will be attended by fewer mistakes than under the older methods. This system of numbering is made to include store doorhandles on all the design goods.

The statement is made throughout the catalogue, wherever any chance for possible misunderstanding is evident, that the goods are either wrought or cast bronze. Care in doing this was not so much of a feature in catalogues of five or six years ago. The standard finishes on goods for ornamental bronze and bronze-plated is No. 3 finish, having a dark background and light polished bronze relief; and the old No. 11 finish, polished bronze, natural color, is regular for plain goods.

In addition to the extended line of standard Padlocks, which have been an important item in the manufactures of this company, is also shown a line of wrought metal padlocks which have been among their more recent productions.

That portion of the catalogue beginning with page 517 is devoted to the large line of jobbing goods dealt in by the Russell & Erwin Mfg. Co., for some of which, like Swan's Mechanics' Tools, they have the exclusive agency.

One of the most interesting and original features of this catalogue to the individual who has made a study of the evolution in finer grades of builders' Hardware, is the short treatise which accompanies the illustrated page of each special design; conveying in an extremely readable manner the features of the school to which it belongs, the relation of that school to others which succeeded it, and in some cases the motive which inspired the design. The novelty of giving what might be called a short history of art, exemplified in mechanical execution, will be fully appreciated by those who make a proper study of a subject of so much interest.

Catalogues may be obtained through any of the Russell & Erwin Mfg. Co.'s warehouses in New York, Philadelphia, Baltimore and London, from their factories at New Britain, Conn., or Dayton, Ohio, or from their sample offices in Chicago or Boston, the last having only recently been opened at No. 814 Exchange Building.

Merchant & Co., Inc., Philadelphia, New York and Chicago, are unique to-day in their relations to the Hardware trade of this country. This company represent more branches which contribute to the stock in Hardware trade than any other of which we know. They are manufacturers, importers and jobbers of every class of tin and terne plates. They do a large business in "Star" ventilators and metal tiles and shingles, and they also operate very extensive smelting works, where they make all grades of solders and Babbitt metals. It is very satisfactory for a Hardware dealer to be able to establish good trade relations with a firm of this character, and secure many classes of supplies from one source. The company are always glad to hear from dealers, and their reputation has been so firmly established for something over a quarter of a century for general integrity and high grade goods that dealers know they are in safe hands when they buy from this concern.

A tutor who tooted the flute,
Tried to teach two young tooters to toot.
Said the two to the tutor,
Is it harder to toot, or
To tutor two tooters to toot?—*Life.*

Digitized by Google

MISSOURI HARDWAREMEN ORGANIZE.

A movement has been on foot for some time for the organization of the retail Hardware dealers of Missouri into an association, and the final steps toward carrying this laudable intention into effect were taken on the 11th and 12th of April, at the Lindell Hotel, St. Louis. There was an encouraging representation of the dealers of the State present, the firms represented being as follows:

H. W. Quernheim, Mound City Hardware Co., St. Louis.
F. A. Kansteiner, St. Louis.
Witte & Enright, St. Louis.
Chas. Wendemuth, St. Louis.
G. A. Pauly & Co., St. Louis.
Charles Loepfe, St. Louis.
C. E. Koenig, St. Louis.
L D. Groom, Richland.
Wm. Potts, Salisbury.
J. F. Burge, St. James.
Frank T. Salomo, Salomo-Biedermann Hardware Co., St. Louis.
A. F. Geschwindner, St. Louis.
J. F. Bannon & Co., St. Louis.
John Schmitt, St. Louis.
Emil Wachter & Son, St. Louis.
Steinmeyer Hardware Co., St. Louis.
Boehl Hardware Co., St. Louis.
A. H. Gruendler, St. Louis.
W. E. Burghauser, W. E. Burghauser & Co., Fulton.
Wm. Kansteiner, Hannibal.
P. E. Harney, Joplin Hardware Co., Joplin.
Jas. T. Jackson, Tom Ray Co., Kansas City.
E. A. Demeter, Macon.
Ben Morris, Memphis.
Wm. Sodemann, Concordia.
J. Vogt & Co., Concordia.
Norris Hardware Co., Kansas City.
Halyard Hardware Co., Joplin.
Samuel Ulen, Meiler, Ulen & Carter, Dexter.
T. A. Medley, McElyea & Medley, Campbell.
M. C. Post, Brookfield.
C. A. Easterday, Easterday & Pemberton, Braymer.
J. W. Poland, Poland & Crouch, Carrollton.
E. Thomas, Trenton.
Frank Trau, Holstein.
W. & W. J. Rumpel, Weston.
Bethany Hardware Co., Bethany.
Parrish & Erickson Hardware Co., St. Joseph.
H. J. Dickbrader, Washington.
Cunningham & Hamel, De Soto.
Hoppe-Taylor Hardware Co , Chillicothe.
Von Der Au-Cluss Hardware & Cornice Co., St. Louis.
Fred. S. Bolte, Bolte Stove Co., St. Louis.
R. L. Hixon, Hixon Hardware Co., Hannibal.
Joseph Nelson, Winfield.
Taylor Frier, Frier-Jacquim Hardware Co., Louisiana.
R. D. Quisenberry, Nauerth & Quisenberry, Slater.
C. P. Bodine, Shelbina.
J. B. Best, Best Bros. Hardware Co., Palmyra.
J. M. Kenyon, Maitland.
J. M. French, Skidmore.
L. K. Jones, E. Jones & Son, La Belle.
F. S. Briggs, E. Skeeves & Co., Neosho.
Ira L. Russell, D. C. Russell & Son, Troy.
Louis Hering, Jr., Blackburn.
Chas. L. Fisher, Fisher & Terrell, Fulton.
I. D. Cotty, Cotty & Payne Hardware Co., Cameron.
B. F. Naylor, B. F. Naylor Hardware & Furniture Co. Marshall.
John Reiss, St. Louis.
Robert Griffith, Sedalia Hardware & Grocery Co., Sedalia.
E. C. McCarroll, Berhears & McCarroll, Vandalia.
Joseph Batta, Marceline.

The first session was held on the morning of Tuesday, April 11th, and was called to order by J. W. Poland, of Carrollton, and at his request, E. Thomas, of Trenton, read the minutes of the preliminary meeting which had been held in Kansas City on February 15th, and out of which the call had come which had eventuated in this meeting. The minutes of the preliminary meeting were approved, and it was decided to proceed to the organization of a State association.

A committee for the preparation of a constitution and by-laws was appointed, consisting of the following gentlemen: B. F. Naylor, Marshall; R. L. Hixon, Hannibal; M.C. Post, Brookfield; P. E. Harney, Joplin; G. F. Birney, St. James; J. M. Kenyon, Maitland; I. D. Cotty, Cameron; and H. W. Quernheim, St. Louis.

An address was delivered by Hugh A. Cole, president of the Iowa Retail Hardware Dealers' Association, in which he outlined the work done in their State, and pointed with pleasure to the results that had been achieved. Addresses were made by several gentlemen present. In the afternoon, a report of the committee on constitution and by-laws was read, and approved, in the following form:

Article I.—Name and Object.

Section 1. The name of this association shall be the Missouri Retail Stove and Hardware Dealers' Association.

Sec. 2. The object of this association shall be to promote the interest of and secure the friendly co-operation of Hardware dealers.

Article II.

Section 1. Any person, firm or corporation in Missouri engaged in the business of selling Hardware, and known and recognized as a regular retail Stove and Hardware dealer in good standing, may become a member of this association by subscribing to this constitution and paying the annual dues prescribed by the by-laws.

Article III.—Officers.

Section 1. The officers of this association shall be president, vice-president, secretary and treasurer, and nine members, no two of whom shall be chosen for the same Congressional district, who, with the president and vice-president, shall constitute an Executive Committee.

Sec. 2. The president, vice-president and Executive Committee shall be elected annually by ballot, and shall hold office until their successors have been elected and qualify.

Sec. 3. The secretary and treasurer shall be appointed or removed by the Executive Committee. The treasurer shall receive and disburse the funds of the association under the direction of the Executive Committee, through a voucher signed by the president and secretary, keeping a careful account of the same. The secretary shall be under the direction of the Executive Committee and his or her duties shall be assigned by them.

Sec. 4. The Executive Committee shall fix the salary of the secretary, and require bonds from the treasurer and secretary in any amount they may deem sufficient, to be approved by the president of the association. The fee of the bond company to be paid by the association.

Sec. 5. In case of a vacancy in any of the offices of this

Digitized by Google

association the same shall be filled by the Executive Committee until the next annual meeting. The Executive Committee shall perform the duties of an auditing committee, and examine the books of the treasurer and secretary and report their condition at the annual meeting of the association. A majority of the Executive Committee shall constitute a quorum for the transaction of business, either by meeting or correspondence.

ARTICLE IV.-

Section 1. The regular meeting of the association shall be held annually on the first Tuesday of February, at such place as may be designated by the association at its previous annual meeting.

Sec. 2. The Executive Committee is subject to the call of the president.

Sec. 3. It shall be the duty of the president, or in case of his inability to serve, of the vice-president, to exercise supervisory control over the affairs of the association, and preside at all meetings of the Executive Committee, and to carry out and enforce all measures adopted by the association calculated to improve the condition of the Stove and Hardware business.

Sec. 4. The president shall appoint from each county one member, whose duty shall be to obtain membership in this association and encourage the formation of local associations.

Sec. 5. The presiding officer shall appoint at the annual meeting a sergeant-at-arms.

Sec. 6. Amendments to the constitution and by-laws may be made at any regular meeting by a vote of at least two thirds of the membership present.

Sec. 7. All travelling men of Missouri who are in full sympathy with this association are eligible as honorary members on payment of $3 for initiation fee and $2 per year thereafter, but have no right to vote.

BY-LAWS.

Article 1. The membership fee shall be $3 and the annual dues $2 for each year thereafter.

Art. 2. Twenty-five members shall constitute a quorum to transact business at any meeting.

Art. 3. Each firm shall have one vote at any meeting of the association.

Art. 4. All fees and dues must be paid in before a person can be recognized as a member or become entitled to act in this association.

Art. 5. The sergeant-at-arms shall guard the door and see that none but members be admitted except by order of the presiding officer.

Art. 6. No malt or intoxicating liquors of any kind shall be served at any banquets given by or tendered the membership of the association at their annual conventions.

The nomination of officers being first in order, the Association proceeded to the election of the following named gentlemen:

President, J. W. Poland, Carrollton.

Vice-President, P. E. Harney, Joplin.

Executive Committee: E. A. Demeter, Macon; I. D. Cotty, Cameron; J. M. Kenyon, Maitland; Louis Hering, Jr., Blackburn; L. D. Groom, Richland; W. E. Burghauser, Fulton; Taylor Frier, Louisiana; H. G. Koenig, St. Louis; H. W. Quernheim, St. Louis.

On taking his seat President Poland made an interesting address, the spirit of which is shown in the concluding words, as follows: "We want to get nearer each other, not merely in prices, but in better feeling. We should cultivate a more friendly feeling with the dealers throughout the country, and so, gentlemen, when we get home let us go over and see the other fellow and talk to him, and if he is not with us try and get him to come with us and we will all be benefited by so doing."

Considerable time was devoted to the opening of the question box and to a discussion of the questions raised therein.

The following report was received from the Executive Committee: The Executive Committee met at 10 o'clock A. M., April 12th. It was called to order by President Poland. The committee were all present. E. Thomas, of Trenton, was elected to fill the office of secretary and treasurer for the ensuing year. The committees for the ensuing year were appointed as follows: Auditing Committee, C. F. Koenig, St. Louis; E. A. Demeter, Macon; Louis Hering, Jr., Blackburn. Committee on Grievances, B. F. Naylor, Marshall; R. L. Hixon, Hannibal, and M. C. Post, Brookfield. A committe of three were appointed to draft resolutions, as follows: H. W. Quernheim, St. Louis; Taylor Frier, Louisiana, and J. M. Kenyon, Maitland. It was decided to place the bond of the secretary and treasurer at $500.

The resolutions reported and adopted were as follows:

Resolved, That we request the manufacturers and jobbers that they confine the sale of their wares to the regular dealers, that each and every member of this association use every possible effort to see that this request is complied with; that if any manufacturer or jobber furnish goods to any one not regularly engaged in the retail trade as defined in the constitution of this association, the dealers affected shall report the same to the Grievance Committee, with affidavits and other proper proof, who, after properly considering the same, shall instruct the secretary to correspond with the manufacturer or jobber and endeavor to adjust the matters, and in the event of a failure to so adjust a complaint where the evidence is conclusive, the facts in the case shall be presented to the members of the association.

A resolution was adopted favoring the organization of a National Retail Hardware Dealers' Association, and a resolution of thanks was also adopted in honor of various persons who had assisted in the organization of the Association.

It was decided that the next meeting should be held in St. Louis.

Matters of Taste.

In Brazil, according to a French commercial report, there is a prejudice against black. The English used to send excellent sewing needles to that country, but they were wrapped up in black paper. When informed by their agents of the bad effect produced by this color, the factories of Saxony at once sent a consignment of needles (perhaps inferior) packed in pink paper. The Brazilian market was theirs in a very short time. The Chinese absolutely detest green. A French publisher was one day struck with the idea of sending a very pretty and very elegant Chinese calendar to the Celestial empire. The article would have taken well, but, unfortunately, a good deal of it was printed in green, and not one single copy was sold.

The London branch of the Bissell Carpet Sweeper Co. has issued to the trade of Great Britain an attractive circular, headed "Clinched," showing that the English courts have issued a perpetual injunction against certain parties, restraining them from selling or offering for sale any of Bissell's Premier Cyco-Bearing Carpet Sweepers, at less than the established price. This company have certainly made a record of success in maintaining fixed prices on their high-grade sweepers, and they are probably correct in the feeling that this has been one of the secrets of their success. They have, fortunately, not been compelled in this country to resort to such extreme measures as seem to be required in Great Britain, but have attained the same end through the effect of moral suasion and the good sense of the American trade.

HARDWARE'S "Prices Current" are reliable.

Digitized by Google

Review of the Markets.

Hardware: The pleasant weather of the past week or so has exerted an influence all over the country, and spring trade opens with a rush; stocks are being forwarded as rapidly as possible, delayed shipments creating anxiety if continued, but the indications are that the trade will readily adjust itself to the stocks held by the dealers so that there will be slight cause for complaint, the bulk of the orders having been in hand earlier this season than usual.

Wire Nails: Another advance, this time of 10 cents a keg, only, has been made in the price of Wire Nails. As delivery of orders previously booked have in many cases been somewhat slow, the present advance may placate the jobbers, who are waiting for the nails which have failed to arrive.

A further discrimination against the retailer in the interest of the jobber is made in the prices announced; the former difference of 5 cents a keg is now made 10 cents a keg, so that present quotations are as follows: f. o. b., Pittsburgh; to jobbers in carload lots, $2.10; to jobbers in less than carload lots, $2.12½; to retailers in carload lots, $2.20; to retailers in less than carload lots, $2.30. New York quotations are as follows: To retailers, carload lots on dock, $2.30 to $2.35; to retailers, less than carloads on dock, $2,45 to $2.50; small lots from store, $2.55 to $2.60.

Cut Nails: The Cut Nail market is without change; business continues in a very satisfactory manner and the prices referred to in our recent issue as agreed upon are fully sustained. New York prices may be quoted as follows: Carload lots on dock, $1.90@$1.95; smaller lots from store, $2.00@$2.10

Wire Cloth: So great a diversity in list prices on this important line of goods has ruled the market for so long a time, it was deemed advisable to convene the leading manufacturers, and endeavor to agree upon a uniform list of prices. This was done last month, and a new price list was agreed upon to cover the whole country. The adoption of a uniform gauge to be used by all the manufacturers of Wire Cloth was not the least important business transacted. A great many of the former list prices were left unchanged and as no agreement regarding discounts was pending, the principal advantages gained by concert of action may be referred to as follows:

The Washburn & Moen gauge was made the standard for Iron or Steel Wire and the old English gauge for Brass and Copper Wire.

The mesh in Wire Cloth is defined as the distance from the center to the centre of the Wire per lineal inch, and in Screen Cloth the mesh means the space between the Rods or Wires.

No length less than 100 feet shall be understood to be a roll.

All subdivisions to form the various grades of Wire Cloth must conform to these lists.

Barb Wire; As is invariably the case of late, the advance of 10 cents per keg on wire nails is followed by a similar advance on smooth and barb wire. As spelter continues to advance in the market, thereby increasing the cost of galvanizing, the usual difference over painted wire was increased 50 cents, making current quotations f. o. b., Pittsburgh, as follows:

To jobbers in carload lots, Painted	$2.20
" " " Galvanized	2.70
" in less than carload lots, Painted	2.22½
" " " " Galvanized	2.72½
To retailers in carload lots, Painted	2 30
" " Galvanized	2.80
" in less than carload lots, Painted	2 40
" " " " Galvanized	2.90

Smooth Wire: The advance in prices on this product recently made, makes the present quotations as follows:

To jobbers in carload lots	$1 95
To jobbers in less than carload lots	1.97½
To retailers in carload lots	2 05
To retailers in less than carload lots	2.15

For same reasons as given in the case of Barb Wire, the price for galvanizing has been advanced to 50 cents on sizes from 6 to 14, inclusive, being increased on Nos. 15 and 16 to 85 cents, and on Nos. 17 and 18 to $1.10.

Bright Wire Goods: The new Revised List which went into effect on April 1, was crowded out of our previous issue, and is given herewith. The discount applying to this List is 40 and 10 to 50 per cent, although the old List is still being used by some dealers at a discount based on old prices.

BRIGHT WIRE GOODS.

Revised List, April 1, 1899.

SCREW HOOKS.

No.	Iron.	Brass.
0	$3.50	$30.00
1	3.00	25.00
2	2.50	20.00
3	2 15	15 00
4	1.75	12.00
5	1.50	9.00
6	1.25	7.50
6½	1.00	6.50
7	.85	5 50
8	.70	4 50
9	.65	3 50
10	.60	2.75
11	.55	2 00
12	.50	1.50
13	.45	1.25
14	.45	1 00
100	3.50	30.00
101	3.00	25 00
102	2.50	20 00
103	2.15	15 00
104	1.75	12 00
105	1.50	9 00
106	1 25	7 50
107	.85	5.50
108	.70	4.50
109	.65	3.50
110	.60	2 75
111	.55	2.00
112	.50	1.50
113	.45	1 25
114	.45	1.00

BLUNT SCREW HOOKS.

No.	Iron.	Brass.
0	$3 50	$30.00
1	3.00	25.00
2	2.50	20.00
3	2.15	15.00
4	1.75	12.00
5	1.50	9.00
6	1.25	7.50
6½	1.00	6.50
7	.85	5.50
8	.70	4.50
9	.65	3.50
10	.60	2.75
11	.55	2.00
12	.50	1.50
13	.45	1.25
14	.45	1.00
2700	3.50	.....
2701	3 00	.....
2702	2.50	.....
2703	2.15	.....
2704	1.75	.....
2705	1.50	.....
2706	1.25	.....
2707	.85	.....
2708	.70	.....
2709	.65	.....
2710	.60	.....
2711	.55	.....
2712	.50	.....
2713	.45	.....
2714	.45	.....

SCREW EYES.

No.	Iron.	Brass.
0	$2.50	$20 00
1	2 30	16.00
2	1.80	12.50
3	1.40	10.00
4	1.10	8 00
5	.95	6.50
6	.75	5.00
7	.65	4.00
8	.55	3.00
9	.50	2 50
10	.45	2.00
11	.40	1.75
12	.35	1.25
13	.33	1.00
14	.33	.80
104	.95	7.00
105	.85	5.75
106	.65	4.50
107	.60	3.75
108	.50	2.75
109	.45	2.25
110	.40	1.75
111	.35	1.50
112	.30	1.15
113	.30	.90
114	.30	.70
115	..	.70
204	.90	6.00
205	.75	5 00
206	.55	4.00
207	.50	3 25
208	.45	2 50
209	.40	2.00
210	.35	1.60
211	.30	1.30
212	.27	1.00
213	.27	.80
214	.27	.60
215	....	.60

SCREW EYES WITH SHORT SHANKS.

No.	Iron.	Brass.
6½	$0.80	.....
7½	.70	.....
8½	.60	.....
9½	.55	.....
10½	.50	.....
11½	.45	.....
12½	.40	.....
13½	.38	.....
14½	.38	.....
106½	.70	.....
107½	.65	.....
108½	.55	.....
109½	.50	.....
110½	.45	.....
111½	.40	.....
112½	.35	.....
113½	.35	.....
114½	.30	70
115½	..	.70
206½	.60	.....
207½	.55	.....
208½	.50	.....
209½	.45	.....
210½	.40	.....
211½	.35	.....
212½	.32	.....
213½	.32	....
214½	.27	.60
215½	.32	.60
216½	.35	.60

IRON CORNICE HOOKS.

Length, Inches.	Without Eyes.	With Eyes.
2	$2.15	$2.50
2½	2.30	2.65
3	2.45	2.80
3½	2.55	2.90
4	2.75	3.10
4½	2.90	3.25
5	3.45	3.80
5½	3.65	4.00
6	3 85	4 20
7	4 40	4.75
8	4.90	5.25
9	5.40	5.75
10	5.90	6.25
11	6 40	6 75
12	6.90	7.25

GATE HOOKS AND EYES.

Length, Inches.	Iron.	Brass.
1	$1.50	.....
1¼	1.50	.....
1½	1.50	$5.50
2	1.70	7.50
2½	2.00	10.00
3	2.30	12 50
3½	2.60	16.00
4	3 00	17.00
4½	3.50	21.00
5	3.80	22.50
5½	4.25	28.50
6	4.75	30 00
7	6.25	34.00
8	7.50	36.00
9	8.75	38.00
10	10.00	40.00
11	11.25	42.00
12	12.50	44.00
13	13.75	46.00
14	15.00	48.00
15	17 50	50.00
16	20.00	52 00

CUP HOOKS WITHOUT SHOULDERS.

No.	Iron.	No.	Brass.
600	$3.50	1600	$30.00
601	3 00	1601	25.00
602	2.50	1602	20.00
603	2.15	1603	15.00
604	1.75	1604	12.00
605	1.50	1605	9.00
606	1.25	1606	7.50
607	.85	1607	5.50
608	.70	1608	4.50
609	.65	1609	3.50
610	.60	1610	2.75
611	.55	1611	2.00
612	.50	1612	1.50
613	.45	1613	1.25
614	.45	1614	1.00

BIRD CAGE EYES.

No.	Iron	No.	Brass.
18	$0.90	1018	$4.00
218	60	1218	3 00

STAIR ROD EYES.

No.		
240	Bright iron	$0.75
240	Japanned iron	.90
240	Nickel or Brass-plated	1.25

MOSQUITO BAR EYES.

No.	Size.	Iron.
406	⅞ in.	$2.25
416	1 in.	2.50
426	1⅛ in.	2.75
436.	1¼ in.	3.00

Horse and Mule Shoes: Revised quotations are announced by the leading companies manufacturing this ex-

Digitized by Google

tensive output. Under date of April 12 the following changes in price are given by the American Horse Shoe Co., Phillipsburg, N. J., J. C. McCarty & Co., Agents, No. 10 Warren Street, New York. Terms 30 days, or 2 per cent. discount for cash in 10 days f. o. b. cars, Phillipsburg, N. J, freight being equalized to all points. Subject to change without notice:

Extra Light, Light, Medium, Heavy, Long Heel, and Snow Shoes, No. 2 and larger	$3.35	per keg
Extra Light Steel Shoes, No. 2 and larger	3.35	"
XX Steel Shoes No. 2 and larger	3 85	"
Cow Boy Shoes, No. 2 and larger	4 35	"
Cow Boy Shoes, plain, No. 2 and larger	3 85	"
Sizes No. 1 and Smaller of all Horse Shoes,	Extra, .25	"
Mule Shoes, No 1 and larger	3 35	"
" No. 00 and 0	4.85	"
Jack Shoes	5 85	"
Turned-heel Horse Shoes	4.10	"
" Mule "	4.10	"

The adoption of these prices is agreed to by the other leading companies, including the Bryden Horse Shoe Co, Catasauqua, Penn., Rhode Island Perkins Horse Shoe Co. and Phœnix Horse Shoe Co. No orders are now accepted unless at prices ruling at time of shipment, and stocks are not guaranteed against decline.

Coil Chain: In common with other products in heavy Hardware in which the raw material is a large factor of cost, coil chain has stiffened in price materially as affecting recent orders. Present quotations on 1,000 pound lots f. o. b., factory, are represented as follows:

Inch	3-16	¼	5-6	⅜	7-16	½	9-16	⅝
Cents	6.35	4.85	3 95	3 40	3.25	3.15	3.10	3.00
Inch	11-16	¾	13-16	⅞	15.16	1	..	..
Cents	3.00	2.90	2 90	2 80	2.80	2 80	..	..

Trade is good in this industry, but delivery not as rapid as desired.

Stove, Sink and Tire Bolts: At a meeting of the Stove Bolt Manufacturers held in New York on April 19th, the printed discount on stove, sink and tire bolts, was reaffirmed at 70 per cent. discount.

Alaska Stove Specialties: Under date of April 1 we have received the following, withdrawing all former quotations:

Notice.—Wire has advanced 50 per cent. since first of year; all other metals entering the make-up of our line in proportion. We are compelled to advance our prices to you 10 per cent. on and after April 10th, 1899.

We will not cut down the high standard of the Alaska Line of Hardware.

Yours truly,

Troy Nickel Works.

Binder Twine: The market for binder twine remains substantially the same as last reported, and we quote as representing current quotations the following:

White Sisal, 500 feet to pound	9½ cents
Standard, 500 feet to pound	9½ "
Manila, 600 feet to pound	10¼ "
Pure Manila, 650 feet to pound	11 "

Prices are for carload lots, f. o. b. Eastern factories. An advance of ¼ cent per pound is charged in less than carload lots.

Cordage: The market on Manila and Sisal Rope is without active interest, the business being nominal and prices the same as previously given. We quote as follows:

Manila, 7-16 inch and larger	per pound,	10¼ cents
" ⅜ inch	"	10¼ "
" ¼ and 5-16 inch	"	10¼ "
Sisal, 7-16 inch and larger	"	8¼ "
" ⅜ inch	"	9¼ "
" ¼ and 5-16 inch	"	9¼ "
" Lath Yarn	"	8¼ "

Prices are for carload lots, f. o. b. Eastern factories. For less than carload lots the customary advance of ¼ cent is charged.

THE DAVENPORT TRADE.

We congratulate you on the success of your Ninth Anniversary Number of *Hardware* of April 10th, which has been received and read with much interest. It is full of instructive matter, elegant in appearance, unique in design, perfect in material and a model of printing and artistic workmanship. *Hardware* has more than fulfilled its promise to give its patrons the most elaborate and the best trade journal ever produced. We thank you for including our contribution among those worthy of special mention, for placing a photograph of a member of this house in your picture gallery; for a twenty-fourth of the beautiful bouquet given your regular correspondents, and for placing us among the list of representative Hardware Jobbers. Your encouragement to correspondents, frequent expressions of appreciation of efforts made, generous treatment and uniform courtesy entitle you to the success you have achieved. We thank you again for your kindness to us and again congratulate *Hardware* upon its Ninth Anniversary Number.

The American Steel & Wire Co. have doubled the d fferentials on carlots between jobbers and single carload buyers. Another very large manufacturer of staple goods has discovered that catalogue houses and department stores were retailers, and have accordingly "put them on the list." Let the good work go on.

Complimentary words have been said and written alluding to our efforts through your columns to have the custom of charging for packing and carting resumed. When the question of resuming specie payment was under discussion a number of years ago, some one said "the way to resume is to resume," a remark that would be decidedly applicable just now. And if this charge was restored, it would give an additional net dividend to the Hardware jobbers of this country of more than a million dollars. Will they resume?

Weather fine. Seeding well under way. Trade improving.

Sickels, Preston & Nutting Co.

THE PHILADELPHIA TRADE.

At last, cold and wet have given way to warmth and sunshine, and trade has been quick to feel the impulse.

As has been aptly said, "We still are all sun worshippers," and no man can feel the warm spring sun without a strong desire to get out of doors and engage in all sorts of out-door work and activities.

The demand for spring goods is now good, while the scarcity in many lines is making it difficult to fill orders. On two or three items there is an actual famine and with probabilities that the actual wants will not be satisfied during the present season.

Dealers, both large and small, have for so many years been in the habit of buying from hand to mouth that the present scarcity has caught many unprepared, and, for the first time in years, they are brought face to face with the fact that it is sometimes difficult to get goods when they are wanted.

Of course, this state of affairs naturally affects other lines which are strengthened by the demand for seasonable goods. Tools are especially active, and it is particularly noticeable that in many lines of tools, the sales in the first three months of this year have been more than equal to those in the last six months of 1898.

Prices are very firm and in many lines still advancing, as goods which have so far resisted the temptation to advance prices now, on account of the well maintained prices of raw material, find themselves obliged to move upward, and even then the most conservative manufacturers find themselves confronted with an increased cost which compels a moderate advance, at least in the price of their manufactured goods.

The outlook is certainly for a good Spring trade, and the most welcome reports have lately come to us to the effect that the retail trade is likewise having an increased demand from consumers, and we have already had reports from one or two of our salesmen that their customers have been so busy they have found it almost impossible to get a share of their attention.

After all this is a basis for a permanent improvement. If consumers are actually using up the goods, it is but reason-

Digitized by Google

able to expect that advanced prices will be fully maintained and perhaps increased, while there is no doubt that the larger amount of money now being paid out in wages is greatly increasing the purchasing power of the community.

Biddle Hardware Co.

THE CHICAGO TRADE.

We have received your anniversay number of *Hardware*, and are much pleased with the same. We are so busy with other matters that it is impossible to send you a formal letter for your issue of the 25th. Suffice it to say that we are having more business than we can conveniently attend to; the chief difficulty being our inability to receive goods from the manufacturers fast enough to supply the very urgent demands of our customers this season of the year.

Wells & Nellegar Co.

THE DENVER TRADE.

Permit us to congratulate you heartily on the fine appearance of your Anniversary number, and to express our pleasure at seeing the faces of the writers whose letters we enjoy with each edition. The ground has been covered so thoroughly, and there is so much to read in this number that we think your friends will hardly have time to glance at the letters in the next issue, and we will, therefore, say only that conditions remain unchanged, with the exception that Spring is opening up with us very rapidly and with it the trade as expected is coming in, and we find ourselves with all the business we can comfortably attend to, and prospects of a continuation requiring extended facilities.

The George Tritch Hardware Co.

THE ST. PAUL TRADE.

No doubt that all jobbers in this section can say that they are thankful that the winter is past, though the fact that we are at least two weeks later than usual is causing us some worry as it may mean a short season and a consequent danger of frost, but we shall trust in Providence and go ahead as though we were sure of a good crop.

The spring weather has opened up trade and everyone is in a rush for goods. With a few exceptions, our manufacturers have kept us supplied and we are ready for all the business we can get.

Prices are held firm. The advances have been made by us as often as by manufacturers, and we cannot believe that the higher prices have caused any less buying, but it has rather stimulated it.

We received notice of a further advance on wire and nails and put it into effect to-day. Question: How long will the powers that are continue this? Being a good Republican, I say open the doors for foreign makers by taking off the tariff on all goods where these immense trusts exist. This will save our party and prevent such extremely high prices. C. W. Hackett Hardware Co.

THE OMAHA TRADE.

The warm weather of the past few days has brought out the demand for season goods in great shape, and the howl that goes up from the trade for poultry netting, wire cloth, steel goods, screen doors and various other season goods of this kind that are hard to get, is both loud and deep. As is usual in cases of this kind, if they knew the supply was plentiful and that there would be no trouble in getting all they want, they would not need them half as bad as they do now, but the prospect of scarcity makes every retailer feel that he wants all these season goods thirty days in advance of his wants so as to be sure and have them. As a customer said the other day, "Why in the world don't you send up my screen doors? I want them the worst kind?" and the reply was, "We have got three or four cars of screen doors that we are awfully anxious to get rid of and we will have your order up inside of fifteen minutes." "Oh, well you need not hurry about it: any time within a week or two will do, but I thought you did not have them." Human nature is the same the world over. The minute people find out goods are scarce and hard to get, they want them worse and they want them quicker than they ever did before in the world or perhaps ever will again. We are all doing our best to satisfy the demands of the trade, but manufacturers are not getting out season goods as promptly as we would like to see them, and as promptly as they would undoubtedly be glad to do, and the burden of correspondence is, on this account, noticably increased.

Collections are somewhat light from the fact that roads are bad and farmers busy, but trade is all that can be expected, and while prices have a lurid look compared with those in effect during the fall of 1898 compared with those in effect five years ago, they are still low enough to offer and invite an opportunity for merchants who have the ability to make disposition of them and carry full stocks.

Rector & Wilhelmy Co.

THE CLEVELAND TRADE.

In the strong feeling against combinations, we must not forget that the conditions of modern life would be impossible without their aid. We are greatly indebted to them for the means and opportunities that they furnish, but as they have no bodies that can be imprisoned, and no souls that can be eternally tortured, they need to be hedged about by law to protect the individual.

Carefully considered legal restrictions, fearlessly enforced, are an absolute necessity. There is little danger of injury to corporate wealth from repressive legislation, as capital is competent to care for itself. Society must first care for the individual, and trusts and corporations will find their best protection in this. The strong must bear the infirmities of the weak.

Insomuch as the tariff aids trusts and combinations, its modification is imperative, as the revenue from such tariff comes from consumers and goes into the pocket of combinations.

The pinnacle seems to have been reached in the advance of material, but as many goods are being sold below what they would cost to produce at the present price of material, a marked advance is sure to take place in many lines before July 1st. Nearly the entire line of manufactured goods is safe to purchase. Trade is still fair, collections good.

The Lockwood-Taylor Hardware Co.

THE INDIANAPOLIS TRADE.

These are our busy days. We have been confronted for the past two or three months with an inability to fill our orders complete. Now we are troubled to find floor space where we can assemble the orders which we are daily receiving.

We have an idea that we are filling our orders as complete as most jobbers. We realize in saying this we are not complimenting ourselves or others to any great extent.

It is on seasonable goods where most of the shortages occur.

Our bicycle business is very satisfactory at present. Our salesmen are evidently trying to make up for the sales they lost during the past two months on account of the unseasonable weather, rain or mud.

Terne plate is now moving in good quantities. Consumers who evidently after hearing of the advance, concluded to make the old roof last another year, have decided it is better to encourage good times than to discourage them.

They realize that they can help trade in general by replacing the old roof with a good one, and one that will be cheaper in the end than the old roof, and are specifying Old Style Plates, for which the demand is increasing.

This leads us to suggest that many jobbers and retailers are not true to their highest interests when they are too conservative in the matter of assisting in keeping prices up to their present level.

Like many property holders, they are scheming in every way to discourage the manufacturers as to the permanancy

Digitized by Google

of the present market in order that they may buy commodities cheap, forgetting that low prices on their wants means a return of empty houses to the landlord and small profits to the dealer and jobber. If the property owners and dealers in Hardware want to see satisfactory returns from their investments, they must not balk at the present prices and stop the procession momentarily or longer.

It is much better to keep moving with the times than to get run over by the procession or left in the rear.

The man who would get as much out of business as his progressive neighbor must occupy a front seat, keep in touch with the times, and take advantage of all the opportunities they present.

Van Camp Hardware & Iron Co.

THE BALTIMORE TRADE.

A few days of gentle and warmer weather, suggestive of approaching summer has stimulated purchases of window and door screens, freezers, etc., to such an extent that it reminds us of a heavy swell at the seashore, when we wonder if the next wave will be larger than the last.

Between the large orders there are a host of little ones, which we always welcome and dispatch with the same care and promptness.

With an unusually heavy stock and but few shorts to purchase, there is keen pleasure in selling, which is somewhat intensified by the knowledge that whilst our prices are as low, if not lower, than our competitors', we are enabled to realize handsome profits by reason of the large and numerous recent advances made by the manufacturers since our contracts were placed.

Could the good things in life last forever, the end would never come, and in the destiny of the jobbing Hardware business cruel Fate ordains that such happy conditions can be but ephemeral.

Barring a few small failures and those good customers who will not surprise us by paying their bills within the prescribed time limit, collections are as good as could be anticipated.

The latest and Anniversary issue of *Hardware* reflects credit upon the management, editor and pressmen of the paper, and was a production worthy of their ability and genius; we desire to congratulate and wish them long life and prosperity. H. W. Webb & Sons.

THE BIRMINGHAM TRADE.

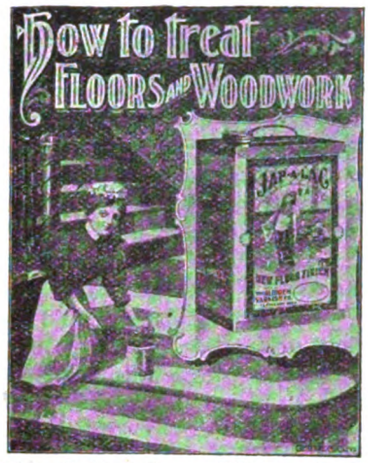
We desire to congratulate you on the handsome anniversary issue of *Hardware*, which we have found quite interesting, and are glad to see that the prevailing opinion is that the jobber occupies a logical position which he will continue to fill and grow stronger therein, demonstrating his usefulness both to the manufacturer and to the retailer, and also that he is an economical factor in the distribution of products from the manufacturer to the consumer.

We are glad to report that business continues good and shows no signs of weakness. Reports of further advances reach us by nearly every mail, and when the manufacturers consume the material which was bought before the advances were made, we may expect still further advances, which will not be unreasonable.

The advances in pig iron have stimulated effort on the part of some to revive plants which have been idle for some time. This cannot be done in a few weeks, but requires time to complete all the arrangements necessary. While these repairs are being made, it gives fresh demand for supplies, and here the Hardwareman comes in; besides he hopes thereby to gain a permanent and regular customer who will help to swell the steady demand for supplies. This creates new pay rolls, puts more money in circulation and all avenues of trade are benefited.

The outlook is encouraging. Our people are all hopeful and confidently expect that our city will continue to grow. The volume of trade is larger than any period of the past, and while these things continue, we are not so much concerned about whether Jefferson Democrats eat dollar dinners or ten-dollar dinners, as the logic of events is more powerful than the politician. The continued bad weather has tended to prolong the spring purchases of agricultural supplies and will bring up the quantity to equal or exceed that of former years.

Moore & Handley Hardware Co.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC IN COLORS

It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

THE PITTSBURG TRADE.

Whatever may be the opinion of the general reader, there is no doubt that to the Hardware trade, manufacturer, jobber and retailer, your issue of April 10th was of great interest. If all the ideas contained in that discussion are absorbed by the trade, and the wheat sifted out, there will be a seeding that will produce a good harvest of improved business customs.

Business is very good in our city. Manufacturers are getting more orders than they can handle, and jobbers are working nights to keep up with their press of orders. This is partly the result of the late opening of spring weather, which delayed March business, crowding it into April.

The bicycle trade is especially busy, as the rough weather early in the season prevented early sales, which now come all at once. Bicycles of better quality than any previous season are now retailed at $50, $35 and even $25, which makes riders of many who could not indulge at higher prices.

Comparisons of the present advanced prices of many goods with those of five or six years ago disclose the fact that most iiems are as yet only worth about 60 per cent. of their former value, so that generally the trade are paying the new rates without complaint.

Logan-Gregg Hardware Co.

THE COLUMBUS TRADE.

Trade continues good and the trouble now is not about orders but to get goods fast enough to fill them. Manufacturers of the finished articles claim they can not fill orders promptly for the reason that manufacturers of steel and iron are not filling their contracts with promptness. One manufacturer said that out of a contract for 250 tons of steel given last August to be delivered in January, February and March, they have received only one car up to March. We have heard similar complaints from other manufacturers. We cannot understand this condition of things on early orders. There are no serious labor troubles and why manufacturers are not able to supply about the usual quantity they make annually seems strange. We realize the fact that trade in all lines is very far ahead of last year, and would not be surprised at slowness in filling duplicate orders, but it is next to impossible to get your usual quota of goods. We find a disposition on the part of some few manufacturers to try and get out of filling some old contracts, and if there is the slightest excuse they refuse to fill old orders at old prices. We are glad

Digitized by Google

to say that only two out of all the manufacturers with whom we deal, have shown this disposition, and no doubt the time will come when they again will be less exacting than they are now. We are sorry that another advance on wire nails was made, even if it does mean a good many dollars easily made for us. We regret it because we candidly believe there was no reason for it. Advances have not been quite as frequent for the past ten days and there are signs of a more settled market. The weather is fine now, and everything "growable" is doing its best. The writer took a trip in the country yesterday for a little recreation and to "pester" the fish a little, and it did his soul and body good to see how pretty the wheat fields look. The beautiful deep green spread out over a hillside makes a picture that no artist can do justice to. Farmers are very busy now and so were the fish.

Smith Bros. Hardware Co.

THE BOSTON TRADE.

When we consider the backward season and the fact that the whole of Northern New England has just been relieved of its winter overcoat, the amount of business under such conditions is wholly satisfactory, and as soon as we have a taste of genuine spring weather we expect to be loaded with business.

The local retail trade already shows evidence of marked improvement, and orders which are daily received from suburban cities and towns show that stocks are light and they have yet many spring goods to purchase.

The demand for builders' Hardware for the residential class of dwellings shows that the recent advances which have been made in this class of goods will have little effect upon this kind of building.

The manufacturers are catching up with the contracts which were placed early in the season and it will be but a short time before orders can be filled as promptly as ever.

What we now hope for, is to see an increased demand from the consumers all over the country in order to keep the factories busy that there may be no reason for a decline in present values. One thing is very encouraging, and that is: at the present writing, nothing appears in the business market to prevent a continuance of heavy sales at fair margin of profit.

Frye, Phipps & Co.

THE MINNEAPOLIS TRADE.

There is nothing in particular new, excepting a recent advance in nails, which the trade knew all about; we think it was generally anticipated. There is a scarcity of wire cloth in this market, as well as some other staple goods, local jobbers getting $1.25, retailers $1.50 by the roll. Our customers are paying the advance with good grace, and we hear very little about price cutting, dealers, as a rule, taking advantage of the situation.

The ground is in excellent shape for the crops; farmers are very busy seeding; we are having good spring weather. The general business outlook is fully as favorable as already indicated in previous letters.

W. K. Morison & Co.

Catalogues and Quotations Wanted.

The Norfolk Hardware Co., Ltd., which will be located at No. 67 Market Place, Norfolk, Va., will open for business some time between May 1st and 15th. They will be glad to receive catalogues and quotations from all manufacturers of Hardware, tinware, house-furnishing goods, paints, oils, colors, and kindred lines. This new concern is composed of enterprising men, and will form a welcome addition to the Hardware business of the South.

Manufacturer and Jobber.

Editor Hardware: As we are daily either hearing or reading objections to the existence of the middleman, and as the importance of the subject is so great to a good many men, it would seem that it ought to be fairly considered. Public opinion being the great power of this day, it would be well for each individual to understand that he is more or less responsible for the correct formation of this great power, as his expressions of thought have an influence with his hearer of lesser knowledge or experience. So far as the public is concerned, it seems to be well understood that a very large percentage of the people are good enough, but the smaller percentage would be less misleading if they were either better informed or less selfish and more truthful.

If a manufacturer is a maker of large articles like warships, he does not seem to need either the jobber or the retailer, but this would not apply to Hardware, because the consumer orders in such small quantities that no manufacturer could afford to deliver each small order separately, neither could the consumer afford to pay an express charge on each of the small orders, as it would be greater than the retailer's profit, therefore, no manufacturer can retail as cheaply as the retail dealer, and this very same

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

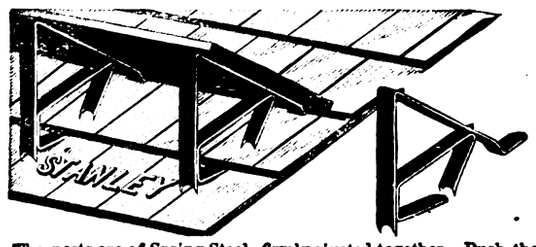
The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER IN THE WORLD



Regulates supply of oil to a drop.
DOES NOT LEAK

We make cheaper oilers also, unequalled for PRICE and QUALITY.
Cushman & Denison, 172 9th Ave., N. Y.

STANLEY'S PATENT
Roofing Bracket.
STANLEY
Rule & Level Co.
New Britain, Conn.
SOLD BY ALL HARDWARE DEALERS.



The parts are of Spring Steel, firmly riveted together. Push the beveled ends up under two layers of shingles, already nailed down; the Bracket has two separate bearings on the roof, and is so formed that any increase of pressure from above, increases its stability.
One dozen per minute can be placed in position, or removed; and great economy in lumber and nails will be found. There are no loose parts to get lost; and no nail-holes are made in the roof. In constant use these Brackets will last a life-time.
No. 1. Roofing Brackets, 8 inch, ½ dozen in box. Per Doz., $3.00

principle applies to the case of the jobber. A small buyer can go to a jobber and order small quantities of many makes and kinds of goods, and get them to his store cheaper than if he ordered the same goods of a dozen manufacturers and paid as many freight charges or expressages, it therefore follows that it is cheaper for the consumer if the manufacturer ships large quantities of goods to the jobber, and the jobber assembles many small quantities of different manufacturers' goods in one shipment to the retailer.

All manufacturers gladly accept the jobber's large orders, generally payable in ten days, but some of them have not been fair to the jobber after getting his order, as they have too often accepted small orders at nearly the same price.

Yours respectfully,
SALESMAN.

New York, April 22, 1899.

The Work of a Watch.

"A well and properly made watch," says E. Howard, in "Depew's History of American Commerce," has wonderful qualities as a machine, considering the labor it has to perform and the length of time, if treated with a very little care, it will continue to do its work. It is conceded that every person in the world has a distinct individuality, and it is just so with every watch that is made. Some of the parts are so minute that, although you suppose you have them all alike, the fact is that no two have been made without some little variation having an appreciable effect upon its action as a timekeeper. That is where the individuality comes in. The lowest or medium grade watch may be found, occasionally, to be keeping time better than some of those which have had a great deal of time spent upon them to make them as nearly perfect as possible, yet if you take the latter in pieces and thoroughly examine them in all the parts, you cannot find any cause for the defect. Does any one ever consider the amount of labor that is performed by a watch during a lifetime, which is 50 years at least? In its daily duties the balance vibrates 18,000 times each and every hour, 432,000 times a day, or 157,680,000 times a year. The hair spring makes the same number of vibrations and an equal number of ticks from the escapement. The first thought would be that the machine would be worn out in a year, but this does not prove true. If it is a good watch, you can multiply 157,680,000 by 50, which would give 7,884,000,000 pulsations, and yet the watch will be in good condition.

The Oldest Blacksmith's Shop in England.

Some of the blacksmiths' shops which our readers and their travelers are in the habit of frequenting are quaint in the extreme. The village smith seems to remind one of the primitive trader who made up in his own workshop so many of the articles of kitchen use. In the village of Geddington, in Northamptonshire, there is an ancient smithy which is said to be the oldest smith's shop in England. Close by stands one of those elegant crosses erected by Edward I., to the memory of Queen Eleanor. We can well imagine that the smith's shop, with its ancient sun-dial as its contemporary, and the thatched cottages, with emblems of the blacksmith's art scattered about, give the place a charming old-world appearance.—*Ironmongers' Chronicle* (Eng.)

The annual meeting of the stockholders of the Joseph Dixon Crucible Company was held at the Company's main office, Jersey City, N. J., Monday, April 17, and out of a possible vote of 7345 shares, there were 7069 shares voted for the re-election of the old board, consisting of Edward F. C. Young, John A. Walker, Daniel T. Hoag, Richard Butler, William Murray, Alexander T. McGill and Joseph D. Bedle. President E. F. C. Young; vice-president and treasurer, John A. Walker; secretary, Geo. E. Long, were re elected by the Directors. Judge Joseph D. Bedle was also re-elected as counsel.

Hardware Dealers . . .

Selling Bicycles should handle

The Iver Johnson Cycles.

THESE WHEELS WHEN SOLD, STAY SOLD.

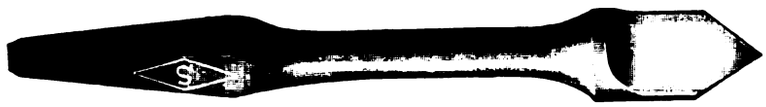
They are well-made, durable and easy-running machines, which give the riders perfect satisfaction and make no trouble for you—such as repairing—loss of time—as well as money for express charges, etc.; annoyances which have caused many hardware dealers to give up the handling of bicycles. SEND FOR DESCRIPTIVE BOOK.

Honest Cycles at Honest Prices.

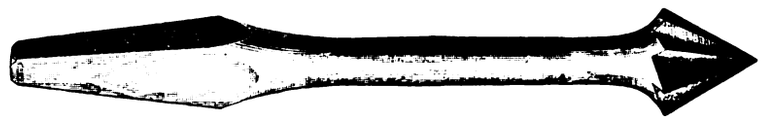
Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

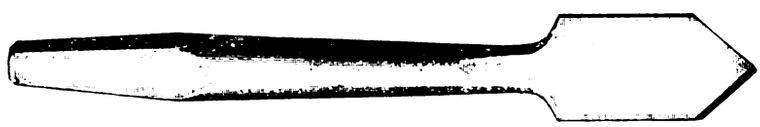
Digitized by Google



No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

Liquid Fuel.

Liquid fuel for steamers is exacting international attention among those whose province it is to study the economics of transportation by water. A notable trial of petroleum on the steamship *Haliotis* is reported as having brought out the advantage of the fuel most prominently. The bunkers of the ship are so constructed that they can be used for either oil or coal. From them the oil is pumped to a service tank above the boilers, whence it flows by gravity to a device at the furnace doors, where by means of a steam jet it is "pulverized," or broken into spray. Its combustion is carried on without any layer of incandescent coal. It is claimed that a given weight of oil develops more heat than the same weight of coal, which means a reduction in the dead weight of fuel that must be carried for a voyage. In the trial mentioned it was found that 2.27 pounds of ordinary English coal were used for each indicated horsepower per hour, as compared with 1.67 pounds of oil.

In the Eastern trade, where steamers have to rely on inferior Japanese and Indian coals, the comparison is still more in favor of liquid fuel. For instance, a steamer requiring a minimum of 500 tons of coal for her voyage from Aden to Singapore could cover the distance on 300 tons of oil, thus largely increasing her cargo capacity. The speed at which the fuel can be taken on board is another advantage. While the coaling in one hour may amount to 60 or 80 tons, 400 tons of oil can be pumped into the bunkers in the same time. The saving of labor is another important consideration. Once the burners are regulated, the supply goes on automatically, and a whole voyage may be run without once opening the furnace doors. This reduces the number of stokers, and those who are engaged are able to work under much pleasanter and more healthful conditions. Very little smoke is produced, a feature which commends the use of liquid fuel very strongly for men-of-war. The ease of its stowage also favors its use in the closely-packed interiors of torpedo-boat destroyers. The consumption of steam, involving a serious loss of fresh water, is one of its few disadvantages.—*Exchange.*

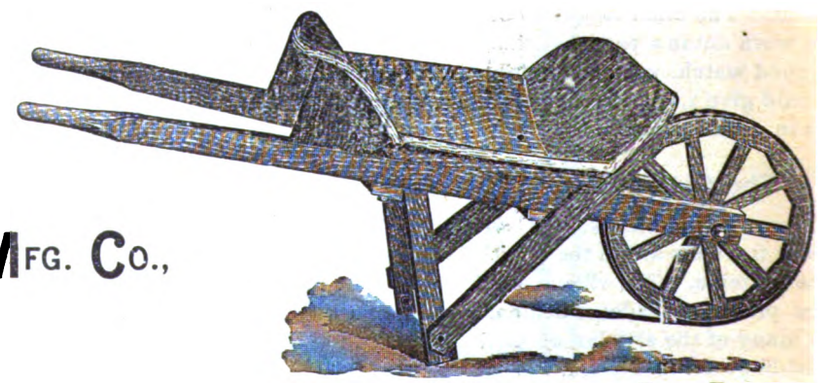
The Origin of Fireplaces.

The fires of early times were without doubt logs of wood heaped together and lighted upon the hearth. Over this fire probably the pot was affixed which contained the meal to be cooked. As the knowledge of the use of metals increased, men found that by arranging these logs of wood forming the fire on bars above the ground, a bright fire was the sooner obtained. Hence the arrangement of the andiron, which was originally simply a bar of iron placed across the hearth, supported on blocks of stone or burnt clay, across which and resting on them the logs were placed. Gradually an upright standard in front, and a leg formed out of the cross-bar at the back, removed the necessity for the stone block or clay lump, and the complete andiron became a regular addition to the fireplace. Perhaps the oldest form of andirons known were found at Colchester, and at Hartlip in Kent; they are of very simple construction, though with a little attempt at ornament in the top of the two standards; but as men grew more skillful in the working of iron, they showed their skill in the making of useful things in the house, making them ornamental as well as useful.—*Ironmongers' Chronicle.*

HARDWARE costs only One Dollar a year.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Digitized by Google

THUROSCOPE

(WINDOW MIRRORS) (BUSY BODIES.)

To ascertain who rings the door bell; also showing a moving panorama for nearly a mile. FOR Housekeepers AND Invalids.



Leaflet tells the tale.

BAYER & CO., MAKERS, 19 N. Juniper St., PHILADELPHIA, PA.

TRADE MARK.



GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

None genuine without this Trade Mark.

THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

A. CHIPMAN, Treas.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.

NEW YORK OFFICE, 10 Barclay Street.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.

Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers.
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails.
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.

Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.

Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.

Sheathing Nails.
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads.
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.

Wire Slating Nails.
Escutcheon Pins.

Lead Nails.

Slating Nails.
Common Nails.

Zinc Nails.

Slating Nails.

Yellow Metal.

Slating Nails.
Sheathing Nails.
Stem Nails.

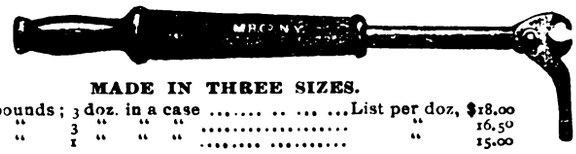
Slaters' Tools.

Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.
Composition Spikes.



The Genuine "GIANT" NAIL PULLER AND BOX OPENER.

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case ..... List per doz, $18.00
No. 1½ " 4 " 3 " " " ..... " 16.50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO, - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

APPROXIMATE NUMBER OF WIRE NAILS PER POUND.

WIRE GAUGE.	DIAM. W. & M.	APPROXIMATE SIZE.	⅛	¼	⅜	½	⅝	¾	⅞	1	1¼	1½	1¾	1¾	2	2¼	2½	2¾	3	3½	4	4½	5	6	7	8
	Inches.	*Inches.*																								
00	.331	½ scant.	.....	.....	.....	.....	.....	.....	.....	.....	.....	33	27	23	20	18	16	15	14	12	10	9	8	7	6	5
0	.307	½ full.	.....	.....	.....	.....	.....	.....	.....	.....	.....	34	29	25	21	19	17	16	15	13	11	10	9	8	7	5½
1	.283	½ scant.	.....	.....	.....	.....	.....	.....	.....	57	50	45	38	32	28	25	23	21	19	16	14	13	11	10	8	7
2	.263	½ full.	.....	.....	.....	.....	.....	.....	.....	65	58	52	44	37	32	29	26	24	22	19	16	14	13	11	9	8
3	.244	½ scant.	.....	.....	.....	.....	.....	100	87	76	67	60	50	43	38	34	30	28	25	22	19	17	15	13	11	10
4	.225	½ full.	.....	.....	.....	.....	.....	120	103	90	80	72	60	51	45	40	36	33	30	26	23	20	18	15	13	11
5	.207	½	.....	.....	.....	211	169	141	121	106	94	85	71	60	53	47	42	39	35	30	26	24	21	18	15	..
6	.192	½ full.	.....	.....	.....	247	197	164	141	123	111	99	82	71	62	55	50	45	41	35	31	28	25	21	18	..
7	.177	½	.....	.....	.....	299	239	200	171	149	133	120	100	85	75	67	60	54	50	43	37	33	30	25	..	..
8	.162	½ full.	.....	.....	.....	345	275	229	197	172	153	137	115	98	86	76	69	62	57	49	43	39	35	29	..	..
9	.148	½	.....	.....	.....	414	331	276	236	207	184	165	138	118	103	92	82	75	69	59	52	46	41	..	..	..
10	.135	½ full.	.....	.....	663	496	397	333	283	248	220	198	165	142	124	110	99	90	83	71	62	55	50	..	..	..
11	.120	½ scant.	.....	.....	837	628	502	418	359	314	279	251	209	179	157	139	125	114	105	90	79	70	..	..	..	..
12	.105	½	.....	.....	1.096	822	658	548	469	411	365	329	274	235	205	182	164	149	137	117	103	..	..	..	..	..
13	.092	½	.....	.....	1.429	1.072	857	714	613	536	476	429	357	306	268	238	214	195	178	153	..	..	..	..	..	..
14	.080	½	.....	2.840	1.893	1.420	1.136	947	811	710	631	568	473	406	350	315	284	258	236	..	..	..	..	..	..	..
15	.072	½	.....	3.504	2.336	1.752	1.402	1.168	1.001	876	778	701	584	500	438	389	350	..	..	..	..	..	..	..	..	..
16	.063	½	.....	4.571	3.048	2.282	1.828	1.523	1 305	1.143	1.015	913	761	653	571	508	..	..	..	..	..	..	..	..	..	..
17	.054	.....	.....	6.233	4.156	3.116	2.495	2.077	1.781	1.558	1.385	1.246	1.038	890	779	..	..	..	..	..	..	..	..	..	..	..
18	.047	.....	.....	8.276	5.517	4.138	3.310	2.758	2.364	2.069	1.839	1.655	1.379	1.182	..	..	..	..	..	..	..	..	..	..	..	..
19	.041	.....	10.668	7.612	5.334	4.267	3.556	2.933	2.667	2.370	2.133	1 778	..	..	..	..	..	..	..	..	..	..	..	..	..	..
20	.035	½ full.	20.000	15.000	10.000	7.500	6.000	5.000	4.400	2.750	3.333	3.000	..	..	..	..	..	..	..	..	..	..	..	..	..	..
21			23.702	17.777	11.850	8.888	7.111	5.926	5.079	4.444	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..
22			30.476	22.856	15.227	11.428	9.143	7.618	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..

This Table is an *Average* only, and the figures given may be varied slightly either way, by changes in the dimensions of the heads or points.

Hopkins' "Handy Notes and Queries."

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Evansville, Ind —E. M. Bush Hardware Co. has been incorporated by Edward M. Bush, Albert N. Meyer and M. E. Bush. Capital stock, $15,000.

Girard, Mich.—Glen Williams and father have opened a Hardware store.

Henderson, N. C.—The Watkins Hardware Co. has been incorporated by Samuel Watkins, John B. Watkins, John B. Watkins, Jr., and William E. Moss.

Muskegon, Mich.—A new Hardware firm, to be known as the People's Hardware Co., will shortly open a store at No. 63 West Western Avenue, the next store east of the Union National bank. The new company is composed of Oscar A. Hopperstead, who has had ten years' experience in the business, having been in the employ of the Towne Hardware Co. here; Ralph J. Bush, who was formerly with the F. Alberts Hardware Co., and Gustave Dietrich, receiving teller at the Hackley National bank.

Reinholds, Pa.—E. P. Moyer has opened a Hardware store.

Walsenburg, Col.—Frolich & Jones, Hardware, sporting goods, etc., new firm, have commenced business.

Changes and Improvements.

Bainbridge, Ind.—Priest & Hart. Hardware, stoves, etc., succeeded by Collivers & Huffman.

Beattie, Kans.—Baer & Brunswig have purchased L. E. Helvern's interest in the Helvern Hardware Co. and the store is now running under the management of Jim Thomas.

Buckhannon, W. Va.—G. W. Smith, Hardware, sold out.

Bussey, Iowa.—Mick & Co., Hardware, dissolved.

Camden, N. Y.—Adam G. Robson has sold his Hardware and plumbing business to William R. Becker and Willis Maine, who will continue the trade under the firm name of Becker & Maine.

Cato, N. Y.—Samuel M. Lawrence, Hardware, etc., sold out.

Chase, Kans.—The Weilan Bros. have rented a building here and will put in a large stock of Hardware.

Chillicothe, Ohio.—Gillum & Spetnagel, wholesale and retail Hardware, succeeded by Spetnagel Hardware Co.

County Line, N. Y.—Jesson Bros. have sold out their entire stock of Hardware to James Morgan and Wallace Coates.

Cranbury, N. J.—Derrick G. Davison, who for a number of years has conducted a Hardware store here, has advertised his business for sale.

Deckertown, N. J.—J. L. Lawrence & Sons have purchased the Hardware business of the late John A. Quick, in Newton.

De Ruyter, N. Y.—E. S. Merritt is to move his stock of Hardware from the Annas store to the rooms formerly occupied by W. W. Rainey.

Durand, Wis.—Smith Bros., Hardware, dissolved.

Elburn, Ind.—Krum & Reeves, Hardware, succeeded by Reeves & Heald.

Ennis, Texas.—C. P. Wilson & Co., sold out.

Floyd, Ia.—A. M. Gage is having his Hardware store enlarged to accommodate his large stock of new Hardware, harness, etc.

Fort Wayne, Ind.—The Hardware establishment of J. B. Niezer & Co., of Monroeville, has been purchased by Charles Lovelace, of this city, and Austin Kint, of Chicago.

Geneva, Ind.—W W. Briggs, Hardware and implements, sold out.

Geneva, N. Y.—The firm of Corwin & Wilson, Hardware dealers, have dissolved, Major William Wilson having bought the interest of his partner, ex-sheriff Irving Corwin.

Glen, N. Y.—Yates & Bunn, Hardware, sold out.

Greentown, Ind.—John Holliday Hardware, succeeded by Holliday & Kern.

Huntington, Ind.—Smith & Dickman, Hardware, Mr. Dickman sold his interest.

Jamaica, N. Y.—Martin S. Rapelyea has sold out his Hardware business at the corner of Fulton and North Washington Streets, to Percy G. James, of Flushing, formerly of Hartley & Graham.

Leaf River, Ill.—Samuel P. Allen, Hardware, succeeded by Allen & Reber.

Louisville, Ky.—B. G. Whitley, of Danville, Ky., has purchased a large interest in the firm of Fulton, Conway & Co., Hardware dealers, of No. 824 West Main Street, and has taken the place of President B. F. Grigsby in that corporation.

Marble Rock, Iowa.—Nelson & Voorhes, Hardware, dissolved partnership.

Marlboro, Mass.—Lamson & Trowbridge Hardware dealers, who were hustled out of the old Corey building by fire, are again back at their old location in the west end of the new Corey building and have one of the best fitted, best lighted and most commodious stores in this section of Massachusetts.

Nashville, Tenn.—The Gray-Dudley Hardware Co. will build a new storehouse, facing on Market and College Streets and running along Printers' Alley. The new building, when completed, will be the largest storehouse that has ever been erected in Nashville. It will front seventy-five feet on Market Street, fifty feet on College Street and its length will be 230 feet.

New Haven, Conn.—The firm of C. S. Mersick & Co. have purchased the entire business and stock in trade of Wooster P. Ensign, who was formerly, before the death of his father, of the firm of Wooster A. Ensign & Son. The stock of goods purchased of Mr. Ensign will be removed to the store of C. S. Mersick & Co.

Pensacola, Fla.—Johnson & Forbes, Hardware, etc., dissolved partnership. The business will be continued at the same stand by Wm. Johnson and Wm. R. Johnson, his son, under the name of Wm. Johnson & Son.

Terra Haute, Ind.—Edgar Dick, Hardware merchant, has rented the storeroom one door north of Badgley's grocery at Fourth and Ohio, on the east side of the street, and will shortly move his stock to that place.

Warner, N. Y.—The firm of Turner & Strickland has been dissolved. Mr. Turner will run the tinsmith and Hardware part.

Richfield, Utah.—Bolitho & Lewis, Hardware, dissolved.

Sherburne, N. Y.—William Cashman has purchased the large brick block of the Sanford estate and will remove his Hardware business therein.

St. Albans, Vt.—Hale & Holman, Hardware, succeeded by C. H. Hale.

Versailles, Ky.—V. A. Thomas, Hardware, etc., succeeded by G. S. Ryder.

Wayland, N. Y.—Geo. E. Whiteman & Co. have sold their Hardware business to Charles Snyder, of Livonia, who will take possession immediately, and remove the stock of goods to the Pursel store.

Welda, Kan.—John Hamilton, Hardware, etc., sold out.

Wooster, Ohio —The Wooster Hardware Co. have taken possession of new office quarters, or rather the old office has been enlarged with a fine partition of Southern pine and plate glass.

Zanesville, Ohio.—Edward B. Kemp, the Hardware merchant of Putnam Avenue, has begun to remove his stock of goods from the present stand to the corner of Putnam Avenue and Harrison Streets.

Business Embarrassments.

Baraboo, Wis.—F. N. Gaskell, Hardware dealer, has made an assignment. The liabilities are $3000 and assets, $1500.

Rutland, Vt.—A. C. Bates & Son Co., Hardware, gave petition in bankruptcy.

West Burlington, Iowa.—Geo. Knecht, Hardware, etc., gave voluntary petition in bankruptcy.

Fires in Hardware Stores.

Dundee, N. Y.—Beekman & Clary, Hardware, damaged by fire as a loss of $1000; insured for $600.

Fair Haven, Vt.—A. J. Norton, Hardware dealer, stock damaged by fire.

Lead, S. D.—Henry Jacobs, Hardware, damaged by fire.

Reading, Pa.—The Hardware stock of Bard, Reber & Co. has been destroyed by fire.

Rochester, N. Y.—John Litzenberger, Hardware, etc., destroyed by fire.

Burglaries in Hardware Stores.

Macon, Ga.—Merritt Hardware Co., revolvers.

Philadelphia, Pa.—Rogers & Miller, $500.

Rice, Texas.—Bartlett Bros., $200.

West Union, Ohio.—L. L. Edginton & Sons, small loss.

Digitized by Google



FOR Butler's Pantry Doors and all other swing doors the . . .

"Bardsley" Checking Spring Hinge

is unequalled It closes the door with a soft, gentle and noiseless action and stops it at once at the centre. It goes in the floor under the door.

Made in 6 Sizes.
Catalogue Free.

JOSEPH BARDSLEY,
147 to 151 Baxter St., New York.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF



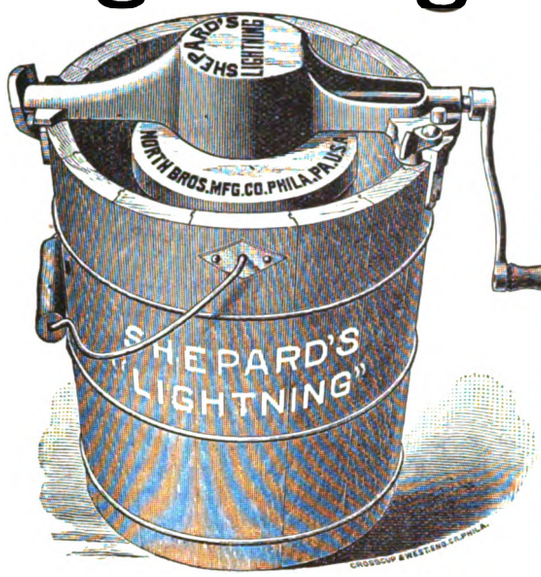
MATERIAL, AND FINISH.

Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

Lightning Freezers

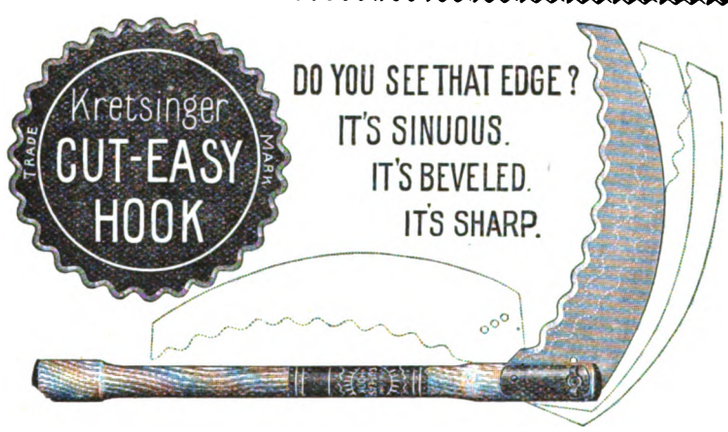


EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR OUR 1899 FREEZER BOOK.

NORTH BROS. MFG. CO.,
New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

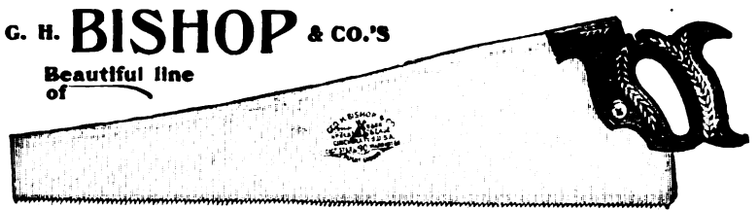


FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....

SAWS

G. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

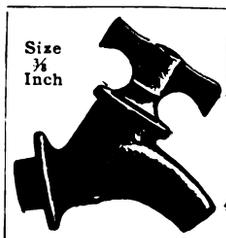
Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."



CARBON (Black Diamond) TOOLS
FOR
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,
45 Vesey St., NEW YORK CITY, U. S. A.

Size ½ Inch



CHEAPEST
IN THE WORLD.
®
J. M. LITCHFIELD,
458 Quincy St.,
Brooklyn, N. Y.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Baltimore, Md.--The Baltimore Bolt & Iron Works have been incorporated by William D. Jameson, Frank Ehlen, Charles B. Rich, Dall Worthington, E. C. Lawrence, Harry D. Harvey and Maurice E. Skinner. Capital stock, $5000.

Baltimore, Md.—The National Tool & Stamping Co. has been incorporated by Sigmund B. Sonneborn, Jacob Wheatfield, John L. G. Lea, Max Skutch and George T. Reed. The capital stock is $20,000. The company will deal in Hardware.

Bellaire, Ohio.—The Stanton Heater Co. has been incorporated with $50,000 capital stock. The company will engage in manufacturing a general line of heating and ventilating appliances. The incorporators are ex-County Treasurer Howard Kirk, Henry Stanton, Eugene H. Rider, C. W. Dickens and W. C. Warnock.

Boston, Mass.—The Frank H. Hall Co., Natick, has been incorporated by Henry C. Hall, Frank H. Hall and Joseph H.B. Hall; saws, machine knives, etc. Capital stock, $5000.

Brockton, Mass.—Charles H. Dean, of this city, and Walter T. Stall, of Boston, have bought out the manufacturing department of athletic goods of the Dame, Stoddard & Kendall Co. and will conduct the business in the same quarters at the old W. L. Douglas Co. factory on Pleasant Street.

Brooklyn, N.Y.—The Excelsior Glass Co. has been incorporated; capital, $10,000. Directors: Charles Huber, F. Max Huber and Edward Dillmeier.

Chicago, Ill.—The Dearborn Brass Mfg. Co. has been incorporated by C. S. Johnson, W. S. Oppenheim and W. S. Holden. Capital, $5000.

Cincinnati, Ohio.—The Bickford Drill & Tool Co. has been incorporated by L. C. Keck, H. M. Morris, A. G. Wilson and L.R. Keck; machinery. Capital stock, $100,000.

Cleveland, Ohio.—The Danielson Machine & Tool Co. has been incorporated with $50,000 capital stock.

Cleveland, Ohio.—The Diamond Bolt & Screw Co. has been incorporated to manufacture Hardware, on $25,000 capital stock. The incorporators are: Isaac Lewis, Robert Lindmueller, D. E. Wright, S. E. Payne and J. M. Stoddard.

Columbus, Ohio.—The Liedesker Tool Co. has been incorporated under the laws of West Virginia with a capital of $160,000, with headquarters in Marietta, Ohio, has filed articles of incorporation with the Secretary of State.

Elmira, N. Y.—The Elmira District Steam Heating Co. has been incorporated by John A. Reynolds, William S. M. Card and Charles P. Swartwood. Capital stock, $10,000.

Hickory, Tenn.—A pump factory has been started.

Indianapolis, Ind.—The Sixteen-in-One Wrench Co. has been incorporated; capital $10,000. Directors: F. M. Reed, J. M. Brock and E. I. Fisher.

Jersey City, N. J.—The Smith-Lightcap Clevis Co. has been incorporated with principal office, No. 1 Montgomery Street. Will manufacture ploughs, clevises, plough shares, harrows, etc. Capital, $20,000. Incorporators: G. De Festitces, Ferd. von Kusserow, Peter Whitney.

Kansas City Mo.—The Sieben Mfg. Co. has been incorporated by Henry Sieben, Benjamin Smith, Dent Yates, C. E. Burnham, John C. Miller and Frank T. Merwin. plumbers' supplies and machinery. Capital stock, $10,000.

Lowell, Ohio.—The Lowell Mfg. Co. has been incorporated to manufacture plow handles and other woodenware. Capital, $10,000. Incorporators: C. E. Verger, F. A. Boyle, Lewis Spies, L. F. Traffs, A. L. Savage, all of Lowell.

Millbury, Mass.—E. H. Sweet, of Worcester, is to start a new industry in this town, opening a hammock factory on South Main Street. He is putting in new machinery and will start the business at an early date.

Mount Kisco, N. Y.—The National Automatic Weighing Machine Co. has been incorporated by William H. Male, E. J. Patterson and others, to manufacture and sell coin operated machines. Capital stock, $500,000.

New York, N. Y.—The Manhattan Cutlery Co. has been incorporated by W.B. Wyman, D. Stuart Cameron and Wm. S. Bennett. Capital stock, $1000.

Niles, Mich.—The Star Mfg. Co. has been incorporated by L. E. Wood, E. E. Woodford, H. Rose, W. J. Gilbert and B. F. Freeland; engines, heaters, etc. Capital stock, $10,000.

Oakland, Cal.—Articles of incorporation have been filed by the James Graham Co., manufacturers and dealers in stoves, ranges, etc. The capital stock is $28,000, of which $24 000 has been subscribed. The plant is located at Newark; principal place of business, San Francisco, and the directors are Sarah, George E., Etta B., James W. and Stella M. Graham.

Portland, Me.—The Non-Corrosive Metal Co. has been organized for the purpose of manufacturing and dealing in non-corrosive steel, with $100,000 capital stock, of which nothing is paid in. The officers are: President, John Kilburn, of Belmont, Mass.; treasurer, E. A. Thompson, of Reading, Mass.

Springfield, Ill.—The National Screw & Tack Co., of Cleveland, Ohio, capitalized at $500,000, is licensed to do business with $5,000 capital in Illinois.

St. Louis, Mo.—The St. Louis Heating Co. has been incorporated by Edward P. Clark, Charles Tureczek, John H. Kentor and Henry Bradford. Capital stock, $2000.

Terre Haute, Ind.—The Standard Husker Co. has been incorporated with $150,000 capital stock and will at once begin the manufacture of the Warrick corn husker.

St. Louis, Mo.—The Catherine Lead Co. have filed articles of incorporation with a capital stock of $200,000. The incorporators are Frank W. Carter, Arthur L. Tuttle, Edwin H. Wagner, Harold M. Tittmann, Will Brown, A. N. Sayer and Harry J. Cantwell.

Changes and Improvements.

Baltimore, Md.—S. B. Sexton & Son, No. 511 West Conway Street, will erect a four-story brick building to their stove and iron foundry.

Bellefontaine, Ohio. — The Woolman-Knight Mfg. Co. have changed their name to the Bellefontaine Hame & Tool Co.

Denver, Col.—The Colorado Iron Works have transferred to the Colorado Iron Works Co. their entire plant and grounds at Thirty-third and Wynkoop Streets for $25,000.

New Haven, Conn.—The firm name of Beyer & Weidig, manufacturers of drop forgings and Hardware specialties, at Nos. 360-364 Congress Avenue, has been changed to Beyer, Weidig & Co. Edward R. Mayer is the new member of the company. It is the plan of the manufacturers to enlarge their plant within a short time, as they are rushed with orders, and their present quarters are becoming too small.

New Haven, Conn.—The Kilborn & Bishop Co., manufacturers of drop forgings, corner of Lloyd and River Streets, have purchased a plot of real estate 37½x100 feet, bounding their property on the north, with the view of enlarging their plant and to provide for the extension of their business.

Philadelphia, Pa.—The Reading Screw Co. will remove its plant to Norristown, where it will erect a new factory 50 x 163 feet.

Portsmouth, Ohio.—The Burgess Steel & Iron Co. have increased their capital stock from $150,000 to $500,000.

Springfield, Ohio. —The rake factory, formerly occupied by Bookwalter & Co., owned by John W. Bookwalter, now in New York, has been sold to Springfield parties for $8000. It will be used for manufacturing purposes.

Recent Fires.

Sycamore, Tenn.—The graining mill of the Sycamore Powder Works has been blown up, entirely destroying the plant.

Miscellaneous.

Detroit, Mich.—Officers have been elected for the Standard Computing Scale Co., and the articles will soon be filed. The capital stock is $50,000, of which $130,000 is paid in. The officers are: Thos. F. Comerford, president; Fred P. Goettman, treasurer, and Francis C. Osborne, secretary. These, together with Oscar B. Marx, Dr. F. G. Miner, John Schweikart and Joseph M. Bucher, will form the board of directors. The other two stockholders are A. J. Radcliffe and John Ferguson.

Digitized by Google

.. THE ..

"AUTOMATIC"

BURNS ACETYLENE GAS.

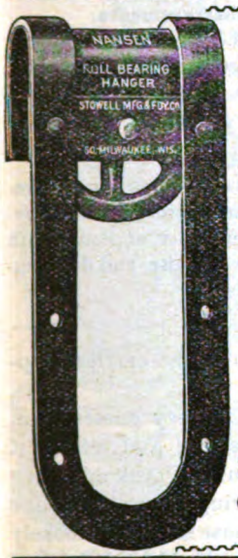


No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

Self-Governing.
Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,

NEW YORK.
CHICAGO.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

WANTED

JOB AND SPECIAL LOTS

FOR SPOT.

. . SEND FULL PARTICULARS. . .

BROWNE & MANSFIELD,
245 BROADWAY, NEW YORK.



Carpenters' Tools.

All Fully Warranted.
Now is the time to sell them.

Sargent's Planes are first class goods throughout; well made and nicely finished.

Sargent's Screw Drivers are superior tools that are appreciated by good mechanics.

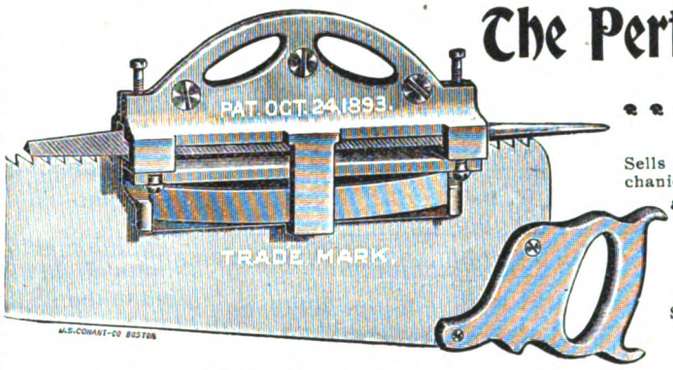
Sargent's Saws are perfect. There are no better Saws than these in the world.

Sargent's Squares are standard goods, carefully made from best steel.

Sargent's Steel Hammers are made of solid cast steel. They are of the highest grade.

Sargent's Augers and Bits are branded "U. S." They are meant for use day in and day out.

SARGENT & CO., New Haven, Conn; New York; Philadelphia; Boston.



The Perfect Saw ... Jointer

Sells at sight. Every mechanic needs it! **Uses any kind of a file.** Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,
on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; | and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Boston, Mass.—Smith, Patterson & Co. have opened a branch store for the benefit of their Back Bay patrons at No. 372 Boylston Street, where they will display their popular line of bicycles, including the Keating, Bostonian and Lorraine.

Newark, N. J.—Reed, Dawson & Co. have been incorporated by James G. Barnett, Thomas H. Reed and Frank A. Dawson to manufacture bicycles, etc. Capital stock, $50,000.

New York, N. Y.—The Cycle Spring Spoke Co. has been incorporated; capital, $50,000. Directors: Charles A. Hussey and C. E. Runk, New York City; Joseph H. Niles, Brooklyn.

Rochester, N. Y.—The Bicycle Supply Co. have been incorporated by George C. Whipple, Albert M. Ferguson, William Hawley and Thomas Leahy. Capital stock, $20,000.

Trenton, N. J.—The Daly Bicycle Supply & Mfg. Co. has been incorporated. The capital stock is $100,000, and the incorporators are John P. Daly, Howard W. Daly, Laura E. Daly and Edgar G. McDermott, all of Savannah, Ga.

Wild Rose, Wis.—John Waala, Hardware, sporting goods, etc., has opened up new store.

Changes and Improvements.

Boise, Idaho.—Bibbens & Brown, bicycle dealers, have been succeeded by E. C. Bickford & Co.

Bonham, Tex.—N. N. Nunn & Co., bicycles, reported to have sold out.

Chicago, Ill.—The Illinois Cycle Works have certified to a change of name to the Peerless Specialty Co., and of change of object.

Chicago, Ill.—The American Cycle Supply Co., bicycle sundries, W. J. Wiley retired.

De Graff, Ohio.—J. E. Swank, bicycles; gone out of business.

Delavan, Wis.—C. A. Clark, bicycle dealer, has been succeeded by Clark & Hughes.

Grand Junction, Colo.—Charles Van Horebeke, bicycles, etc., style changed to Horebeke & Fluke.

Indianapolis, Ind.—B. Koehring & Son, Hardware, bicycles, etc., have been succeeded by C. Koehring & Bro.

Niagara Falls, N. Y.—Davey & Cain, bicycles, succeeded by W. H. Davey.

Oskaloosa, Iowa.—Ira L. Thomas & Co., bicycle dealers, have been succeeded by Myers & Stevens.

Richmond, Ind.—Bennett & Bennett, bicycles, succeeded by John M. Bennett.

Springfield, Mass.—A. H. Tennis, of New York, one of the partners in the recently organized Warwick Wheel Co., and sole agent of their product, has established an agency in this city, at the corner of Worthington and Dwight Streets, in the Whitney building. Fred Garrison has charge of the local agency.

Springfield, Ohio.—The Springfield Rubber Tire Wheel Co.; rubber tire department has been sold to New York capitalists. This sale does not include the roller-bearing axle department.

Recent Embarrassments.

Adams, Mass.—The Mannesmann Cycle Tube Works have filed petition in voluntary bankruptcy, in New York. It is reported that the company owe more than $414,000.

Recent Fires.

Washington, D. C.—Fire has almost completely ruined the branch store of the Cleveland Cycle Co., at the corner of Fourteenth Street and New York Avenue, and did damage estimated at $3000.

Rapid Coal-Handling Machinery.

It is no wonder that operators of coal mines usually complain of a shortage of cars at the height of the lake shipping season, for, apart from the demand for cars from other quarters, coal-handling machinery at the docks has rendered the unloading of cars so lightning-like a proceeding that cars cannot be sent back as fast as they are unloaded, and the consequence is often an accumulation of empties at lake shipping points. The latest invention in coal-loading machinery has made it possible to a load a vessel of 6,000 tons capacity within the limit of twenty-four hours, whereas two or three years ago, and by old methods, the greater part of a week would have been required to do the work. R. J. Mefford, superintendent of the Hocking Valley docks at Toledo, speaking of these modern facilities, says: "All records were overtopped by the Hocking docks in Toledo recently by the use of the rapid coal-loading machine when the steamer Superior City, of 6000 tons capacity, arrived at the dock for coal. She commenced loading at 6.15 A.M., and finished at 11.45 P.M., receiving a total of 5923 tons. Allowing two hours delay for dinner and supper for the workingmen, this shows an actual working time of 15½ hours, or at the rate of 382 tons per hour for the total time. For the day's work of 11 hours there were loaded 175 cars of 432 tons per hour. When we consider the short time since 1000 tons were considered a big day's work, we can realize the remarkable advance in the facilities of this business."—*Exchange.*

How Pulp Ware is Made.

Pressed wood pulp ware is said to be gaining favor as a substitute for certain grades of china, glass earthenware and even wood and metal. One firm in Thetford, Eng., has produced and sold within the past two years over 2,500,000 articles of this kind; including 50,000 water carriers supplied to the British government.

The raw material for the Thetford factory comes from Norway and Sweden. After being ground and wetted it is stored in vats, whence it is forced into a tank and then taken out and moulded into forms having a rough outline resemblance to the finished article. These shapes of loosely formed pulp are then treated in the hydraulic presses. These apply the first pressure, with the object of compressing the pulp and hardening the surface of the ware. From the presses the goods are taken to a large drying shed, where any excess of moisture is removed by the action of the atmosphere.

The shapes, when dried, pass to the embossing rooms, fitted with a number of presses by which the pulp is still further compressed and the surface still more refined. The amount of pressure required varies from five tons to twenty tons according to the size and weight of the article being made. The next process is the cutting and trimming, this work being done by machines which at a single stroke cut away all superfluous material.

The finishing of the articles then begins. They are placed in ovens to be indurated or hardened, and much of the life of pulp ware depends upon the thoroughness with which this is done. Next in order come the enamelling or surfacing processes, also carried out in the ovens, the result being the hard, washable and smoothly-glazed skin unaffected by acids, which forms so indispensable a feature of pulp ware goods. After being colored or decorated, the ware is ready to be packed for shipment to the market.—*Exchange.*

We have received from the Harber Bros Co., Bloomington, Ill., a copy of their catalogue No. 28, showing and describing their line of farm machinery and wagons.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

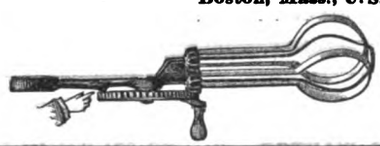
Write for particulars to

The Philadelphia Commercial Museum,

333 South Fourth Street,
Philadelphia, Pa.



EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



"Just Hear Dem Bells!"



NEW CATALOG JUST OUT SHOWS 50 STYLES.

$1.00 Postpaid.

NEW DEPARTURE BELL CO.

BRISTOL, CONN.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

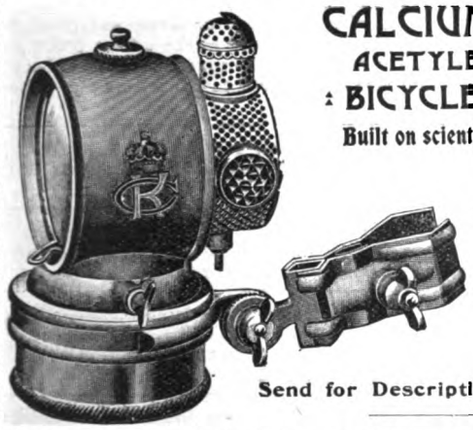
113 Chambers Street,
NEW YORK.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.



CALCIUM KING

ACETYLENE GAS
BICYCLE LAMP

Built on scientific principles.
NO SMOKE.
CANNOT JAR OUT OR BLOW OUT.
CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.

The Walda Sectional Window Weight

is sold only through the Hardware Trade. All inquiries referred to the local dealer. . . .

Square and Round Weights. Hang exactly from the centre. Only 10-inch pockets required. Lock at right angles. Take place of lead weights at one-sixth the cost. Save time and delay by balancing exactly at once.



Weights crated with 100 lbs. in Box; both plainly marked.

The Hardware Dealer requires only five sizes to fill any order. . . .

SEND FOR CIRCULAR.

Barney & Reed Mfg. Co., 85 WATER ST., BOSTON, MASS.

"HONEST SERVICE AND GOOD VALUE."

The Plume & Atwood Mfg. Co., New York. [*Lamps, Bicycle Lamps, Heaters, etc.*]: Your success should be very gratifying indeed when you realize that it has been achieved by giving the public honest service and good value for their money.

"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

"WE HAVE FOUND 'HARDWARE' OF USE."

Putnam Nail Co., Neponset, Boston, Mass. [*Horse Nails*]: We have found HARDWARE of use in disseminating truths in regard to the Putnam hot forged and hammer pointed nail.

"HAS OUR ESTEEMED FAVOR."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

"HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [*Cutlery, Guns, etc.*]: We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

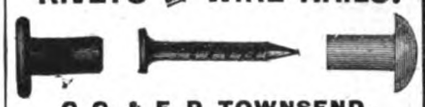
"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.


Established 1870.
SUGAR and COFFEE SCOOPS,
Wood Door Knobs, Escutcheons, Shutter Knobs,
AND
Novelties in Wood, Metal, etc.
. . . Manufactured by
James F. Martin, 4424-4428 Penn St., Frankford, Phila., Pa.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

BEST INVESTMENT EVER MADE.
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

WILLIS SAP SPOUT

In one piece with hook. Handsomely made from tinned malleable iron. Far superior to all others. Full line of other Maple Sugar Goods.
WILL NOT BREAK. Send for Circular.
CHARLES MILLAR & SON, Utica, N. Y.

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.,
SOLE MANUFACTURERS, Philadelphia.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

WANTED.—An active young man with some knowledge of the retail general Hardware business. The proper party will find this an admirable opportunity for future advancement. Address LOCK DRAW L, Catskill. N. Y.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

WANTED—After May 1st, position in a good Hardware house either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala.

A MAN (26 years). single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York,

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No 374 Webster Avenue, Jersey City, N. J.

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street. New York.

A YOUNG man with six years' experience with a large wholesale Hardware house in Boston desires position as traveling or home salesman in manufacturing or jobbing house. Moderate salary. Address "HARDWARE," care General Delivery, Boston, Mass.

SALESMAN, well acquainted with Hardware. brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address Box 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address Box 95, care of HARDWARE, No. 143 Chambers Street, New York.

BUILDERS and general Hardware salesman of eight years' experience on road and in store desires situation where push, good habits and ability will be appreciated Am competent to take charge of buying and selling of above and can give best of references. Address W. V. S., care HARDWARE, No. 143 Chambers Street, New York,

Digitized by Google

Situations Wanted.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address BOX 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address BOX 89, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

PRACTICAL Hardware salesman wants good selling line of builders- or house-furnishing Hardware on commission. Chicago and vicinity retail trade. W. S., No. 259 Harrison Street, Chicago, Ill.

A MANAGER and salesman for a horse shoe manufacturer, having a branch at Detroit, Mich., wants another line to handle. If desired, will furnish office and storage free. Address for two weeks, B., No. 229 Putnam Avenue, Detroit, Mich.

SIDE LINE WANTED by salesman calling on the brass goods and electrical manufacturing trades. "COMMISSION," care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Salesmen to sell our goods as a side line to the Hardware and house-furnishing trade. Lloyd's woven wire hammock, wire door mats, etc. Through the East and South. A liberal commission paid. WHITE MFG. CO., Minneapolis, Minn.

WANTED—A few good salesmen to carry staple article as side line. Sells to Hardware trade. Liberal commission. Address ULRICH MFG. CO., Rock Falls, Ill.

A Hardware Store Needed.

WANTED—An experienced man with sufficient capital to open a Hardware, housefurnishing and implement store in one of the best towns in Western Pennsylvania. No competition; large population; town has natural gas, paved streets, water works, etc.; needs the store to supply the large demand. Address S. MORGAN, Freedom, Pa.

Hardware Business For Sale.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

AN exceptional opportunity to buy a Hardware stock of about $10,000, in a city in Massachusetts of over 64 000 inhabitants. Satisfactory reasons given for selling. Address BIGELOW & DOWSE CO., Boston, Mass.

EXCELLENT opportunity to buy out an up-to-date Hardware store with a fairly moderate capital. Address "EXCELLENT," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

FINE opportunity to purchase an old-established stand within ten miles of Boston; 38 foot frontage, rear entrance. Stock well selected of builders' and shelf Hardware. Fair bicycle trade and good opportunity for adding bicycle repairs. Owners moving away reason for selling. Address "UNUSUAL OPPORTUNITY," Box 167, Boston, Mass.

HARDWARE, coal and lumber business in a town of 3000 population. No other Hardware store or lumber yard within ten miles. Inventory January 1, 1890, $10,000. A rare chance to right party. Address J. C. SENDEL, Weatherly, Pa.

A NICE, clean stock of Hardware, located in one of the largest and most thriving towns in New England, is offered for sale on account of the owner's poor health. The business has been established twenty years; is in the best location in the town, and in a thrifty condition. The stock will invoice at about $10,000. To a party with the cash it offers a splendid opportunity. Address A., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, stoves and tinware, paints, oils, plumbing and tinning, steam and hot water heating; water works now going on, can have the tapping of mains. Established ten years and no opposition. Right party can make $1500 per year over expenses. Nearest Hardware, ten miles in a thriving town in Pennsylvania. Will sell property if wanted or will rent reasonable. Reason for selling, going to retire from business. Address Box 92, care HARDWARE, No. 143 Chambers Street, New York.

English Patent for Sale.

EDWIN G. BENNETT, patentee and manufacturer of the "Boston Cold Storage" Butter and Cheese Cutters, notifies us of his desire to dispose of his English patent on this article. As a ready sale is being found in the United States for this cutter, which we believe enjoys the distinction of being the only tool of its kind on the market, it is reasonable to suppose that the foreign sale should be equally satisfactory. All inquiries should be addressed to E. G. BENNETT, No. 2 Parlin Street, Everett, Mass., U. S. A.

Patent for Sale.

ICE-SCRAPER or Shredder Patent for sale. Best and cheapest hand device yet made. Address "PATENTEE," care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

EXCLUSIVE agencies for patented articles in the Hardware specialty and novelty line. SPERRY & ALEXANDER, No. 10 Warren Street, New York City.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

English Agency Wanted.

A GENTLEMAN who has been in the Hardware and cutlery line in England for twenty-five years wishes to represent American houses in light iron and steel line, patented novelties, etc., or the sole sale for England on his own account. Address Box 96, care HARDWARE, No. 143 Chambers Street, New York.

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

Business Chance

FOR SALE—A complete table cutlery plant, with up-to-date machinery, all of which is nearly new, and in good order for immediate operation. A splendid opportunity for a few practical cutlery men, with limited capital, to build up a paying business, as the entire product can be sold on contract in advance.

For terms and particulars, address

J. B. WHITEHEAD,
Assignee National Cutlery Co.,
Rockford, Ill.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

LARGEST AND MOST COMPLETE BUGGY FACTORY ON EARTH



WRITE FOR PRICES AND CATALOGUE





OUR GOODS ARE THE BEST
OUR PRICE THE LOWEST

PARRY MFG. CO. Indianapolis, Ind.

WATERBURY BRASS CO.,

60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

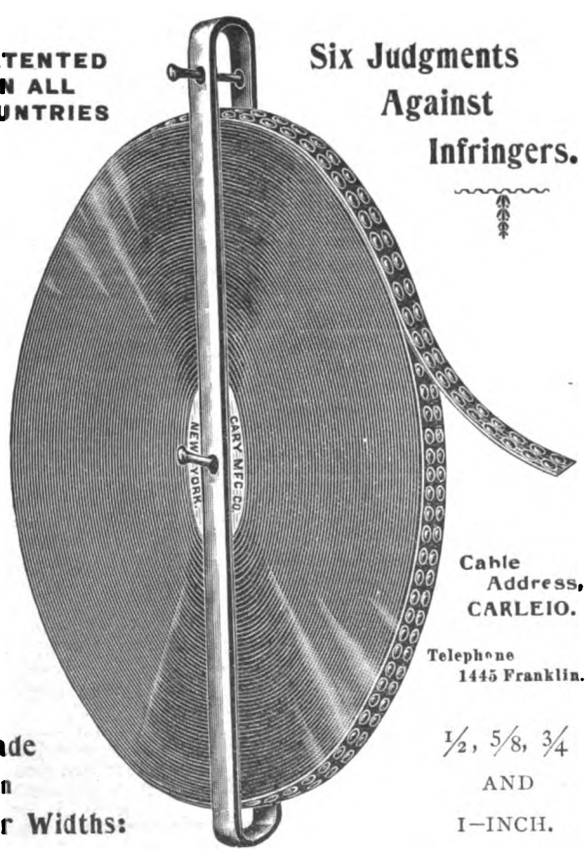
TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: 1/2, 5/8, 3/4 AND 1-INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

SPUN BRASS KETTLES,
WEIGHT AND CAPACITY OF.

7 in.	1	lb.	½	gal	18 in.	10½	lb. 10 gal
8 "	1½	"	1	"	19 "	12½	" 12 "
9 "	2½	"	1½	"	20 "	16½	" 14 "
10 "	3	"	2	"	21 "	18	" 17 "
11 "	3½	"	2½	"	22 "	20	" 18 "
12 "	4	"	3	"	23 "	23	" 23 "
13 "	5	"	4	"	24 "	27½	" 25 "
14 "	5¾	"	4½	"	25 "	29	" 30 "
15 "	6½	"	5	"	26 "	32	" 32 "
16 "	7½	"	6	"	27 "	37	" 37 "
17 "	9	"	8	"	28 "	40	" 42 "

Number of Copper Belt Rivets and Burs in one Pound.

Inch....	¼	5/16	⅜	7/16	½	9/16	⅝	¾	7/8	1	1⅛	1¼	1½	Burs
No. 7...	272	250	228	180	164	160	148	112	116	100	84	80	69	345
" 8...	276	248	208	200	178	172	152	136	110	104	96			390
" 9...	340	280	272	248	228	220	184	176	156	136				610
" 10..	544	448	384	340	304	300	272	238	204					716
" 12...	588	512	452	404	354	334	304	272						985
" 13...	996	852	532											1680

Copper Hose Rivets and Burs.

Size.....	5/16	⅜	7/16	½	9/16	⅝	¾	⅞	Burs.
No. 7....			155	142	138	122	109	97	345
" 8....	308	201	181	160	150	135	116	100	390

Copper Oval Head (or Trunk) Rivets and Burs.

	¼	5/16	⅜	7/16	½	9/16	⅝	¾	⅞	1	1⅛	1¼	Burs
No. 9.....	320	285	259	243	219	199	177	159	137	123	113	104	610

Number of Copper Braziers' Rivets in one Pound.

Nos	0	1	2	3	4	5	6	7	8	9	10
	148	100	70	44	34	24	18	12	9	6	4

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House. 30%

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge. 47 @ 50c
U. M. C. Co. and Hicks ground edge. 47 @ 50c
F. L., Waterproof, 1-10. 37 @ 40c
Musket, Waterproof, 1-10's. 58 @ 60c
G. D. 32 @ 35c

CARTRIDGES—
Rim Fire Cartridges. 50%
Rim Fire Military. 15%
Cent. Fire, Pistol and Rifle. 25%
Cent. Fire, Military and Sporting 15 & 5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. 10&5%
Blank Cartridges, 32 cal. 10&5%
Primed Shells and Bul'ts. 15&5%
B. B. Caps, Round Ball. 25& 10%
B.B. Caps, Con. Ball, Swgd. 25&10%

PRIMERS—
Berdan Primers. 10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers. 10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge ₩7.50. 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓%
Brass Shot Shells, 1st quality. 60%
Brass Shot Shells, Club, Rival and Climax. 65%

SHELLS, LOADED—
"New Club," Black Powder. 40&5%
"Black Club," Black Powder. 40&5%
"Smokeless" Nitro Powder. 40&10&10&5%
"Acme," Dense Nitro Powder. 40&10&10&5%
"Trap," Nitro Powder. 40&10& 10&5%

GUN WADS—₩ 1000—
B.E., 11 up. 60c..B.E., 9&10. 70c
B.E., 8. 80c..B.E., 7. 80c..
P.E., 11 up. 1.00..P.E., 9&10. $1.25
P.E., 8. 1.50..P.E., 7. 1.50
} 20%

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₩ bag. $1.45
Drop Shot, sizes smaller than B, 5-₤ bags, ₩ bag. $ .35
Drop Shot, B and larger sizes, 25-₤ bags, ₩ bag. $1.70
Drop Shot, B and larger sizes, 5-₤ bags, ₩ bag. $ .40
Buck Shot, 25-₤ bags, ₩ bag. $1.70
Buck Shot, 5-₤ bags, ₩ bag. $ .40
Chilled Shot, 25-₤ bags, ₩ bag. $1.75
Chilled Shot, 5-₤ bags ₩ bag. $ .40
Dust Shot, 25-₤ bags, ₩ bag. $2.10
Dust Shot, 5-₤ bags, ₩ bag. $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1₤ each. .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1₤ each. .45
Orange Rifle "Extra,"
F, FF, FFF, in canisters of 1₤ each. .25
F, FF, FFF, in canisters of ½₤ each. .15
F, FF, FFF, in canisters of ¼₤ each. .12

KEG POWDER—
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in kegs of 25₤ each. 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½₤ each. 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼₤ each. 2.25
Orange, Special,
Nos. 1 and 2, in kegs of 25₤ each. 5.00
Nos. 1, and 2, in ½ kegs of 12½₤ each. 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼₤ each. 1.50
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25₤ each. 4.00
F, FF, FFF, in ½ kegs of 12½₤ each. 2.25
F, FF, FFF, in ¼ kegs of 6¼₤ each. 1.25
Meal Powder,
In kegs of 25₤ each. 4 00
[For 1000 ₤ lots 10% discount.]
Shipping Powder,
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25₤ each. 2.25
Blasting and Mining, "A,"
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25₤ each. 2.25
Blasting and Mining, "B,"
CC, C, F, FF, FFF, FFFF, in kegs of 25₤ each. 1.50
Fourth of July Powder,
In kegs of 25₤ each. 2.25
Laflin & Rand Smokeless,
10-Can Drums. 9.00
Single Canisters. 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each. $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each. .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each. .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each. .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each. .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each. .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each. .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤. $6.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤. 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤. 2.25
Du Pont Rifle, FFFg, FFg and "Sea Shooting" FG, in Kegs, 25 ₤. 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤. 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤. 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₤. 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤. 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼. 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤. 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤. 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤. 1.50
Mealed Powder, in Kegs, 25 ₤. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤. 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₤. 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₤. 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount;
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder. $22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder. 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder. 5.75
Canisters, equal in bulk to 1 ₤ Black Powder. 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success. ₩ doz. $3.80
Gallen Safety. ₩ doz. $3.75
Hartman's Pivot. ₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye. ₩ doz. $3.25
Western. ₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire. ₩ doz. pairs. .75
Burton's, No. 2. ₩ doz. pairs. .75
Burton's, with bolt holder, No. 1. ₩ doz. pairs. $1.00
Kohler's:
Invisible, No. 3. ₩ gro. $6.80
Perfect, No. 2. ₩ gro. $7.00
Bolt Holder, No. L. ₩ gro. $9.00

Anvils—

American "Horse-Shoe". 9¼@9¾c
Armitage's Mouse Hole. 8¾@9¼c
Eagle Anvils, ₩ ₤ 9c. 15@15&5%
Hay-Budden, Wrought. 8¼@8¾c
Peter Wright's. 9¾@10¼c
Samson. 4 & 10%
Trenton. 8¾@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise. 40%
Holt's. 40@40&10%
Millers Falls (with drill) $18.00. 20%

Augers and Bits—

Boring Machine. 75&10@80%
Common Auger Bits. 75&10@80%
Cook's N. H. Copper Co. 60%
Forstner Pat. Bits. 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30. 60%
Nobles Double Spur, No. 32. 70&10%
No. 10 Extension Lip. 40@40&10%
No. 10 Extension Lip pattern car bit. 40@40&10%
Pat. Car Bits, No. 10. 40%
Pat. Car Bits No. 30. 50&10@60%
Ring Augers. 70&10%
Pugh's Black. 20%
Snell's Jennings' Pattern. 70%
Snell's Car Bits. 60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3. 25&10%
Douglass'. 33⅓@33⅓&10%
Ives. 33⅓@33⅓&10%
Millers Falls, Goodell. 15&7½&10%
Universal, each $4.50. 20%

EXPANSIVE BITS—
C. E. Jennings & Co. 33⅓%
Clark's small, $18.00. 50&10@60%
Clarks' Large, $26.00. 50&10@60%
Ives' Model, ₩ doz. $60. 50@50&10%
Swan's. 40@40&10%

DOUBLE CUT GIMLET BITS—
Common. ₩ gro. $3.75@3.25
Diamond ₩ doz. $1.25. 40&10%
Douglass'. 40&10@50%
C. E. Jenning & Co. 50%
Ladds'. 70%
Shepardson's. 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers. 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood. 40%
for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit. 60@70%
K. & F. 60&10&10&5%
Morse. 60&10&10%
Syracuse, for wood. 40%

TWIST DRILLS—
Cleveland. 60&10%
K. & F. Straight Shank. 60&10%
Morse Straight Shank. 60%
New Process. 60&10%
Standard. 60&10%
Syracuse. 60&10%
W. & B. Diamond. 60&5@60&10%
W. & B. Universal Self-Oiling. 10%

SHIP AUGERS AND BITS—
L'Hommedieu's. 15&10@15&10&5%
Snell's. 30&10@40%
Watrous'. 40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₩ gr. $3.00@3.25
H'ld Scratch ₩ gr. $3.50@4.00
Pat. Peg ₩ gr. 33@35c
Sewing, Corn. ₩ gro., 85c@$1.00
Should. Peg ₩ gr. $1.35@1.45
Shouldered Brad. ₩ gr. $1.50@1.65
Socket Scratch ₩ doz. $1.00@1.10
Stanley Rule & Level
Handled Brad. 40&10%
Patent Pegging. 50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10. 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50. 70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7. 50%
Ice Awls. 55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $12. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50. 40&10%

Axes—

First quality, best brands. $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.
Findlay Axe & Tool Co. 50@60&10%
Hunt's, Underhill's or Blood's. 40&12½@50%
Peck's:
Champion Blade. 45%
Empire Brand. 50&10%
Fayette R. Plumb:
Broad, New List. 40&7½%
Lathing. 40&12½%
Shingling. 40&12½%
Warehouse. 40&12½%
Vulcan Tool Co. 50%
D. Simmons & Co.:
Broad. 50&5%
Shingling and Claw. 50&5%
Lath, Hunters' etc. 50&5%

Axle Grease—

Dixons' "Everlasting."
1-₤ box. .15
2-₤ box. .25
10 ₤ pail. $1.20
25-₤ keg. $2.75
50-₤ keg. $5.00

Balances—

Chatillon's:
No. 2000 20 30
₩ doz. 75c 85c $1.65 net
Circular Balances. 60%
Straight Balances. 50%
Circular Spring Balances. 50&10@60%
Common 24 ₤. ₩ doz. 90c net.
Ice. 50&10%
Straight Spring balances. 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National. 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50. 25@30%
Tinned, each, $7.50. 25@30%

Bells—

HAND—
Extra Heavy Brass. 65&10%
Light Brass. 70&10%
Globe (Cone's Patent). 40@40&10%
Silver Chime. 40@40&10%
White Metal. 70%

DOOR—
Crank, Cone's. 10%
Gong, Abbe's. 40@40&10%
Gong, Barton's. 40&10@50%
Gong, Yankee. 55&10%
Lever, R. & E. Mfg. Co.'s. 60@60&10%
Multi-Stroke. 50%
New Departure. 45@50%

COW—
Com'n Wrought. 60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List. 75%
Texas Star. 50&10%
Western, Sargent's list. 75%

Bellows—

Blacksmith's. 70@70&10%
Hand. 50&5@50&10%
Moulders. 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston". 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye. 60&10%
Shield High Grade. 50&10%
War. 2 XL. 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $8, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ lb.....9¼@9¼c
Standard ₩ lb.....9¼@9¼c
Manila, ₩ lb.....10@ 0¼c
Pure Manila, ₩ lb.....10½@1.¾c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives'₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Unique.....33⅓c
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....65&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....70@10%
Machine.....70@10%
Carriage, Common.....70%
Norway Iron, list Oct. '84.....70&10%
Phila., Eagle, list $3.00.....75&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96. 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96.75&10%
Norway, Phila., list Feb. 26, '96. 70&10%
Common, list Feb. 28, '83.....70&10%
R. B. & W., list Oct. 18, '84.....70%
STOVE AND FLOW—
Flow.....70%
R. B. & W., Plow.....65%
Stove.....70%
MISCELLANEOUS—
Sink.....70%
Sleigh Shoe.....75&10%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@30%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots. 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114¼.....60&10%
No. 208¼@214¼.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ⅛ High Pressure Brazers.....$34.60
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list Ap'l 1, '99 40&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....35@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&10&5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@$2.25
Sardine Scissors...₩ doz. $2.00@$2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $1.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Amer. Queen. } Cyco-Bearing
Crystal. } Cyco-Bearing ₩ doz. $36.00
Gold Medal. } Cyco-Bearing ₩ doz. $24.00
Grand. } Cyco-Bearing ₩ doz. $36.00
Grand Rapids. } Cyco-Bearing ₩ doz. $33.00
Hall. } Cyco-Bearing ₩ doz. $60.00
Prize. } Cyco-Bearing ₩ doz. $24.00
Premier. } Cyco-Bearing ₩ doz. $24.00
Superior. } Cyco-Bearing ₩ doz. $24.00
Welcome. } Cyco-Bearing ₩ doz $34.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $33.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $30.00
"Standard A," Nick..₩ doz. $33.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ doz. $2.00
Child's.....₩ doz. $3.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $8.50
Misses.....₩ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net.$19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$13.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action. Jap	$18.00
Unrivalled, Broom-Action, Nic.	$20.00
Star, Broom-Action, Jap.	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$32.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap.	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap.	$20.00
Easy, Cam Action, Nic.	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic.	$24.00
Common Sense, Cam-Action, Nic.	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic.	$33.00
Mammoth, Broom-Action, Nic.	$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9 88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—
American Proof Coil, in 1000-lb lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$4.55	4.35	3.95	3.45	3.25	3.15	3.0	2 90

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½
Covert Mfg. Co. Heel Chain..45&2½
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains. New List.....6 &10 &5@70%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ₩ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $8.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—
Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $9.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....⅌ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ⅌ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....35@25&10%

Counter Sinks—
Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....⅌ gro. $2.75
Emerald.....⅌ gro. 5.00
Oriole.....⅌ gro. 5.00
Rainbow.....⅌ gro. 2.81
Solid.....⅌ gro. 7.50

Curry Combs—
Fiton's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ⅌ doz. $7.50.....35@35&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ⅌ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ⅌ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....30%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mis.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ⅌ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz , $85.00

Egg Beaters—
Dover Stamping Co:
New Dover, ⅌ doz. 75 cts. gro. $7.50
Extra Family Size...⅌ doz. $2.00
Keystone.....33⅓%
Spiral.....⅌ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....⅌ gro. $5.25
Dover, No. 10.....⅌ gro. $5.50
Dover, Steel Handle No. 10, ⅌ gro.....$7.50
Dover, Extra Heavy, No. 15, ⅌ gro.....$14.00
Rival.....⅌ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ⅌ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric...5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ⅌ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ⅌ lb.
Tube, Speaking..$21.00 ⅌ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ⅌ doz.
Whistles, Speaking Tube, Porcelain.....75c ⅌ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF FF.
Kegs, ⅌ lb.	4½c	5c	8c
½ kegs, ⅌ lb.	4½c	5½c	8½c
¼ kegs, ⅌ lb.	5c	5½c	8½c
10 lb cans, in case	6c	6½c	5½c
10 lb cans, less than 10	10c	10c	6c

Enameline—
No. 4, ⅌ gro.....$4.50
No. 6, ⅌ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....⅌ doz. $3.00
Popes.....⅌ doz. $3.00
Wilkinson's.....⅌ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ⅌ doz. $36.00.....40%
Lane's ⅌ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz , $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....30%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ⅌ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&10%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
⅌ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
⅌ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ⅌ 1000 ft..$2.60
Common Cotton Fuse, ⅌ 1000 ft.$2.90
Single Taped Fuse....⅌ 1000 ft.$3.50
Double Taped Fuse...⅌ 1000 ft.$4.70
Triple Taped Fuse....⅌ 1000 ft.$5.70
White Gutta Percha Fuse, ⅌ 1000 ft.$6.20

Gas Burners, Self-Lighting—
Gem.....⅌ doz. $2.50
In lots of 3 doz.....⅌ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ⅌ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ⅌ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $1.50
Assorted 2 and 3.....⅌ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $3.00
Assorted 2 and 3.....⅌ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....⅌ doz. $9.00
Edgar's Nutmeg..⅌ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....⅌ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....⅌ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Covert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...⅌ lb 40c
3 to 5 lb.....⅌ lb 38c } 80@80&5%
Over 5 lb.....⅌ lb 30c
Heavy Weight's.....80@80&10%
Wilkinson's Smiths....9½c@10c⅌ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.25	1.50

60&10@70%

Digitized by Google

Drawer Handles.....90%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.33
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3⅜".....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.35.....35&10%
Brad Awl.....₩ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Cross. ut.....50%
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $3.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2 2%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60&5%
New Model.....40&5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓&5%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz.....40&10%
Wrought.....85&10&5@90%
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn, and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Walsworth's.....40&5@40&5&5%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10@50&10&5%
Rolled Plate..... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ₩ lb. 5c. 14 to 36 in. ₩ lb. 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb..2¾c; 14 to 20 in., ₩ lb..2½c; 22 to 36 in., ₩ lb..2¼c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.60&10@80&10 &10%
Light T Hinges.....70@70&10%
Heavy T Hinges....75&5@75&10&5%
Extra Heavy T Hinges..80@80&10&5%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Zell's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$18.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....₩ gro. $8.00
Columbia, No. 18.....₩ gro. $24.00
Crown.....30%
Gem.....33⅓%
Knoxall.....₩ gro. $9.00
Oxford.....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E....₩ doz $7.80.....60@60&10%
N. E. Reversible.....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.90..6 @60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2¼, 3.....80&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....90&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&5%
Buffalo Gravity Locking, Nos. 1, 2 and 5.....80&10%
Champion Gravity Locking, No. 75.....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....80%
Niagara Gravity Locking, Nos 1, 3 and 5.....80&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit & doz. $3.75 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton.....80&7½%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....₩ doz $4.00
Mattock Hoe... ....₩ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....₩ doz. $4.25 net
Warren Hoe.....60&10%
Weeding..... ....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....80&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....20@30%

Hog Rings and Ringers—
Hill's:
Rings.....₩ gr. boxes..$3.00@$3.25
Ringers.....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ gro. $9.00
Perfect Rings.....₩ gro. $7.00@$7.50
Perfect Ringers.....₩ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40 &1 %
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&30&10 1 %
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....80%
Hammock Hooks, E. C. Stearns, ₩ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....80&10%
Crescent, Coat and Hat.. ...60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%

American, all sizes, 9½@10c.....net
Ausable.....28c 26c 25c 24c 23c. 40&10&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c..10&5%
Champlain..23c 26c 25c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex.....28c 26c 25c 24c 23c. 40&10@50%
Lyra, all sizes.....9½c., net
Maud S.....26c 23c 22c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n.25c 23c 22c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden.9½c 9½c9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.10
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....₩ lb 4c
W. & B. Rubber Pad....₩ set. $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....60&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $8.00
Ice Crusher, No 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $9.00
Ice Tools.....₩ doz. $4.00
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00... 25@30%
No. 34.....₩ doz. $15.00. 25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bd'l Knives 40%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr.....$1.25@$1.50
Carriage, Jap.....₩ gro. 80c, 60&10%
Door Knobs, Hematite.....50&10%
Door Mineral.....₩ doz. 60@65c
Door Por. Jap'd.....₩ doz. 65@70c
Door Por. Nickel...₩ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '95. 40%

Digitized by Google

Latches—

Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:

12 in.	14 in.	16 in.
$4.00	$5.25	$6.50 each net

Pennsylvania.....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.	
$15.00	$17.00	$19.00	$21.00	each 60%

Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
₩ doz. $12.00	$15.00	$24.00	..35%

Leaders—

Covert Mfg. Co. Cattle.....45&3%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ lb 6¾c
" " cut lengths ...₩ lb 7¼c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 87½c
Sheet Lead, full rolls.....₩ lb 7¾c
" " cut rolls.....₩ lb 8¼c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 20&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓%
R. & E. Mfg. Co.....60@50&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Yale.....net prices

CABINET—

Eagle Lock Co.....37½%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $2.50.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....60&25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....75%

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.50	$5	$4	$6

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1. ₩ doz $36.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	323
	$35	$43	$44	$72	$68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$33	$30	$40

Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....35@30%
Onadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@50&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz. $12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896.....85@85&5%

PICTURE—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 1.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....37½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.....₩ gro. $10.00
Hunters' Cup Point, Plain.....₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3.00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list, $5 80
Hex, off list.....$6.10
Hot Pressed, Square, off list..$6.10
Hex, off list.....$6.80

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....7T&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&t@2%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@50%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x½ to 1½, ₩ lb.....24
" 2x2x½, extra selected..40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per lb 70c.....34&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing.....9c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@5½c ₩ lb
Russian Packing...12½c@18½c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary. ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon .....₩ gro. 8.75
Mascot, Round.....₩ gro. 8.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70@75%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@50%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%

IRON PLANES—

Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60@50&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@50&10&10%
Miscellaneous...35&10@35&10&10%
Steer's Iron Planes..50&10@50&10&5%

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@25%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $13.00..25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $13.00 20&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 16⅔
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 } 11⅓
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Diston's Samson Digger, ₩ doz. $34.50.....21%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $20.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₩ doz. $3 50
American, No. 33.....₩ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₩ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@60&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14. Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1. ₩ foot.....2¾c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c
B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
O. N. T. Style.....₩ foot, 2 c
Competition.....₩ foot, 2½c
Double Braced.....₩ foot, 2¾c
Lanes' O. N.T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.... ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₩ ft, 36c.....30&10%
Terry's Steel Rail, ₩ foot.....3½c
Victor Track Rail, 7c ₩ foot, 60&10&2½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₩ doz. $3.3 @$3.50
Jumbo.....net ₩ doz. $7.0 @$8.00
Paragon....net ₩ doz. $2.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓&5

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....50%
White Porcelain.....30%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40@10&10%
Hose with Burrs.....40@10&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk 70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or coppered..... .....70%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—
Cotton Rope, Best, ¼ in. and larger.....₩ ₤ 13 @14c
Medium, ¼ in. and larger.....₩ ₤ 10 @12c
Common, ¼ in. and larger.....₩ ₤ 8½@10c
Jute Rope.....₩ ₤ 5½@ 6c
Manila:
7-16 in. and larger..₩ ₤ 9¾c
⅜ in.....₩ ₤ 10¼c
¼ and 5-16 in.....₩ ₤ 10¾c
Hay Rope, Med.....₩ ₤ 8¾c
Sisal:
7-16 in. and larger....₩ ₤ 8¾c
⅜ in.....₩ ₤ 9¼c
¼ and 5-16 in.....₩ ₤ 9¾c
Med. L'th Y'rn.....₩ ₤ 8¼c
Hay Rope.....₩ ₤ 8¾c

Rules—
Athol, Steel.....33⅓&5
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₩ ₤ 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₩ doz. $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₤ 2¾@2¼c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ ₤ 3@3¼c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₩ ₤ 16@18c
Cable Laid Russia....₩ ₤ 13½c@14c
Common India.....₩ ₤ 8½c@ 9c
Common Russia Sash. ₩ ₤ 12½c@13c
Patent India.....₩ ₤ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ₤ 30c
"Samson" Braided Drab, Cotton.....₩ ₤ 35c
"Samson" Braided Italian Hemp.....₩ ₤ 33c
"Samson" Braided Linen, ₩ ₤ 56c
Silver Lake:
A Quality, Drab.....₩ ₤ 40c. 15@15&7½%
A Quality, White.....₩ ₤ 30c. 15@15&7½%
B Quality, Drab, ₩ ₤ 35c..... 15@15&7½%
B Quality, White ₩ ₤ 30c..... 15@15&7½%
United States:
B Quality.....₩ ₤, 18c
C Quality.....₩ ₤, 16½c
White Cotton, Hard Braided. ₩ ₤.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10&5 0%
Sash Lifts Flush.....:0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5

Sash Locks—
Champion Safety .....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50&5
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob 65%
Wrought Bronze and Brass..62½&5%
Cast Iron.....66⅔&5%
Cast Bronze and Brass.....66⅔&5%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—
Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide 60%
Band ¼ in. to 1¾ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....3 %
Wood Saw Blades.....4 %
Wood Saw Rods.....:5%
Hand Saws, Nos 12, 99, 9, 16. D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½ 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades 25%
Keystone, Flexible Back and Machine Blades.....3 %
Hack Saw Frames.....30%
Grimm's:
Complete'.....40&10%
Saw Blades.....40&10&50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D3 Clamp and Guide $3.00 ₩ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished...₩ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro..$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....4%
Plate.....30%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓&5
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₩ doz..... .....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....60%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain....$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₩ doz. $3.0%

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₩ doz. $6.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....50%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade .50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....80%
Coppered, Round Head.....75%
Drive Screws, Diamond Point...85%
Iron, Bright Flat Head.....85%
Iron, Brt R'd & Oval Head.....85&5%
Nickel Plated, Iron Flat Head....80%
Nickel Plated, Iron R'd Head....80%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron R'd Head....80%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895. 80&10&5%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $3.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—
Raisin, Enterprise.....25@30%

Shaft Couplings—
Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc. 60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning H'ks & Shears.
Seymour's List, Dec., 1861. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M.W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 14, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
O. Ames & Sons:
C.S. Edge.....60@71½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—
Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 28x8, 30x9.55%
Kraut Cutters, 16x12, 20x 2.....40%
Enterprise.....2@ 0%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co).....65%
Cookeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—
Covert Mfg. Co.....25&2%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—½, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—
Nichols Bros.:
Butcher 50%
Table 50%
Kitchen.....5%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks .90&10@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&10%
Bill Posters' and Railroad Tacks:
S. S.....90&4 @90&50%
Common and Patent Brads..7 & 10%
Finishing Nails.....80&25%
Gimp Tacks:
S. S.....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S. S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S.....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....80&25%
Upholsterers' Tacks:
S. S.....90&50%

MISCELLANEOUS—
Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Bonnie Blue.....₩ box $1.00
Can Opener Carpet Tacks. ₩ gr. $4.00
Dble. Point. 90&10&10&10&10&10&10%
Hammer Carpet Tacks...₩ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks. 66⅔&33⅓&10&2%

Tack Pullers—
Columbia, No. 1, per doz., net,....$1
" " 2, " 1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—
American Ass'd Skin....40&10@50%
Leather Case .....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand....60@60&10&10%
Pipe.....85@85&10&5%

Telephones—
Union Electric Co.:
Letter A, Complete....each, $16.00
Letter B, for Warehouse..each $8.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tin, Perforated—
Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—
Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....50%

Tinware—
Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&10&5%

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprize Mfg. Co.....25&20%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co: No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.96

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....20&10%
Tower & Lyon.....33⅓%
Preatiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.60
Floor Hooks, ¾ in. ₩ doz. .55
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .50
Hanging Hooks for Single Steel Track, ₩ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz.....
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.0

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .35
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.... $2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 8 3 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....50&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....10%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ d z $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Ma t Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden 40%
C. E. Jennings & Co.:
Brick..... ....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....30%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor..... .....30%
Prentiss..... .....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%

SAW FILERS—

Bonney's Nos. 2 & 3.....$15.00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33..... .....33⅓%
Wentworth's..... .....40%

Vulcanizers—

National Cement & Rubber Mfg. Co No 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....20%
Bright Wire Goods, New list.... 40&10@10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 0 to 18.....
Cop'd, Nos. 0 to 18.....
Galv., Nos. 0 to 18.....
Tin'd, Tinned list Nos. 0 to 18 } Quick Sales
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ₤.....60@70%
Stub's Steel Wire.....$3.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting 80&10@80&10&5%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.20@$1 25

Wire Rope—

List.
Cast-steel.....7¼&2¼&2% cash
Iron.....4½&2½&2% cash
Iron, Galvanized.7¼&2¼&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Aiken's Pocket (Bright)..$2.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....55%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine..... ....40&10&5&5&5%
"Mechanics'".....40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.... .....40%
Trimo Pipe.....50&10%
Acme .....60@60&5%
Always Ready.....35@40&10
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co..... 35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1892...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels .₩ gallon.....50c
Linseed, City, Boiled, in barrels ₩ gallon.....52c
Out of Town on Spot..₩ gal.....50c
Calcutta, Raw, in bbls....₩ gal. 56c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₤.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₤ net.....6¼
In lots of 500 pounds and over, ₩ ₤.....5¼@5¾c
White Lead, Foreign, in Oil, ₩ ₤ 8½@9c
Litharge, Kegs, ₩ ₤.....5½@6c
Zinc, American, Dry, ₩ ₤....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1⅞
Putty in Bladders.....1⅞@2
Putty in Tins.....2@2¼

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....43 @—c

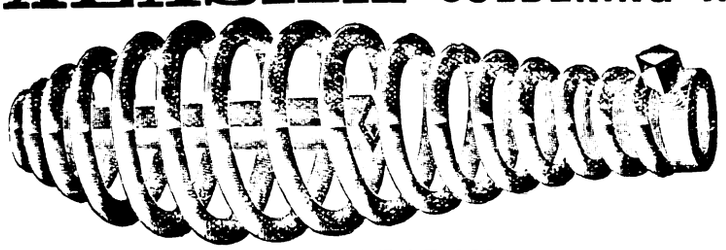
Dry Colors—

Blue, Chinese.....₩ ₤	30	@35 c
Blue, Prussian.....₩ ₤	29	@33 c
Blue, Ultramarine..₩ ₤	6	@20 c
Sienna, Italian, burnt & powdered ₩ ₤	4½	@10 c
Sienna, Italian, raw & powdered...₩ ₤	3	@7 c
Umber, Turkey, burnt.....₩ ₤	2½	@3¾c
Umber, Turkey, raw.....₩ ₤	2½	@3½c
Green, Chrome, Ordinary.....₩ ₤	4	@11 c
Green, Paris, in bulk, ₩ ₤	15	@1
Indian Red, American.....₩ ₤	2½	@ 3 c
Indian Red, English..... ...₩ ₤	4½	@5½

Colors in Oil—

Black Lampblack, Best..... ₩ ₤	13	@15 c
Black Lampblack, common .....₩ ₤	7	@ 10 c
Blue, Chinese.....₩ ₤	35	@40 c
Blue, Prussian .....₩ ₤	25	@35 c
Blue, Ultramarine..₩ ₤	16	@20 c
Sienna, bur't... .....₩ ₤	14	@18 c
Sienna, raw..... ₩ ₤	14	@18 c
Umber, burnt.....₩ ₤	13	@16 c
Umber raw.....₩ ₤	13	@16 c
Brown, Vandyke....₩	13	@16 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

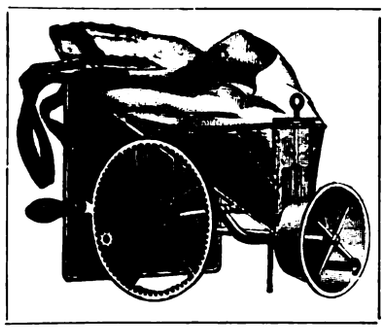
The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

Pearce's Improved Cahoon Patent Broadcast SEED SOWER



Is as much superior to any other device for sowing grain as the modern electric light is better than a tallow candle. The **CAHOON** is not the lowest priced seed sower, but taking into consideration the durability of the machine, the ease with which it is operated, and the quality of its work, it is the cheapest. Pays for itself every day that it is used Sows all kinds of grain and cleaned grass seed; does five times as much work as can be done by hand with two-thirds the amount of seed, and does it better than it can be done in any other way.

Dealers who handle the **CAHOON** make a profit and a satisfied customer at the same time. They stay sold. A prominent Hardware dealer in the South wrote us under date of February 13, '99: "We are not handling any other broadcast seeder similar to yours. Tried this some years ago and got enough of it."

Retail dealers supplied at factory prices promptly by our wholesale agents at all principal distributing points. . . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO.

NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Cobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

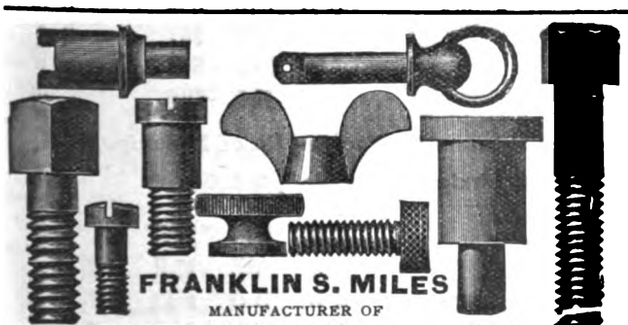
Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. C. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.





FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

G. W. BRADLEY'S SONS,

FIRE AXES.



BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK

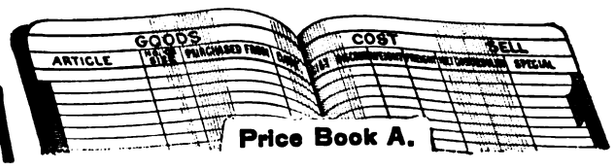
Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



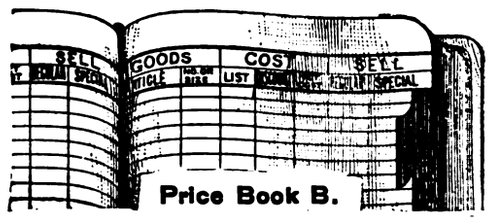
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75

B



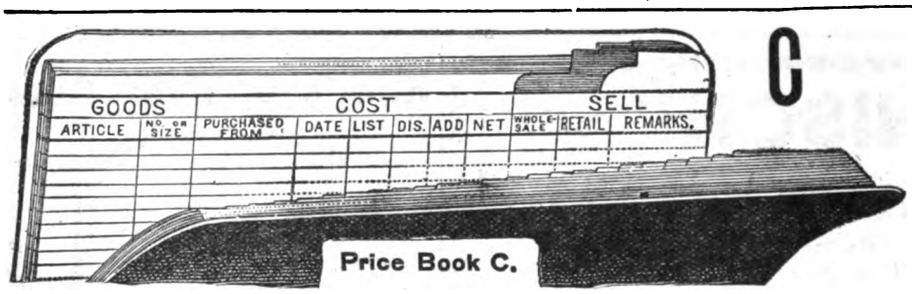
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

FOUR EDITIONS:

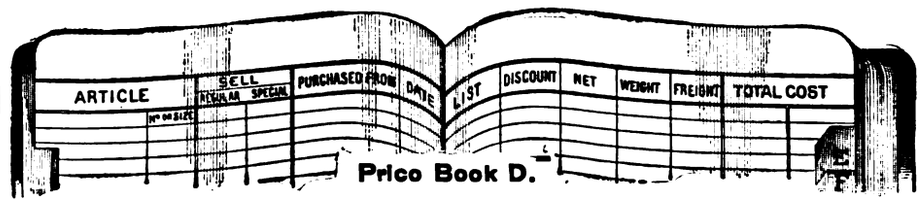
C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
C 2, 400 pages,	1.50
C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages,	$2.00
D F, 200 pages with flap,	2.50
D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50

D



Price Book D.

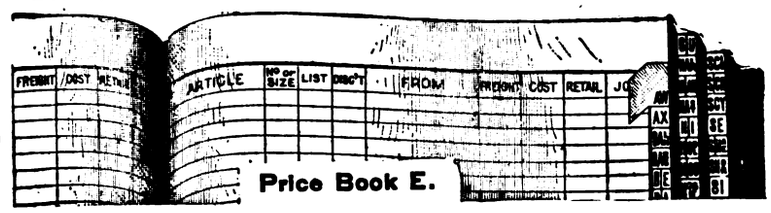
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to AU	For Chisels,	turn to CHI	For Iron,	turn to IRO
" Parers, Apple	" PAP R	" Cutlery,	" CUT	" Irons,	" IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

E



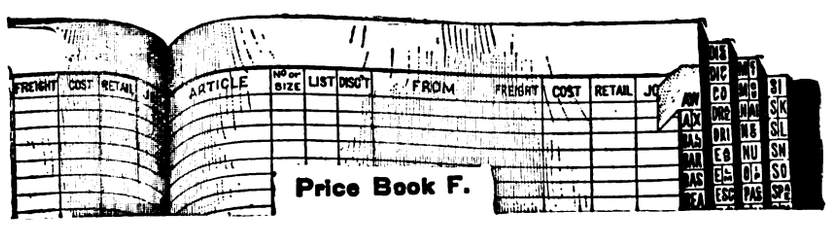
Price Book E.

AD	GU	SCI O	
AN	HAI M	SCR	
AU	HAN	SCY	
AW	HAS T	SE	
AX	HI	SHA E	

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.

F



Price Book F.

AD	DIE G	MI F	SI
AN	DIP V	MO U	SK
AU	DO	NAI	SL
AW	DRA E	NE O	SN
AX	DRI	NU	SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St., New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.

Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils

Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.

E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.

Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.

The Audit Co., New York, N. Y.

Augers.

Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.

Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.

Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Basin Plugs.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.

Magnolia Metal Co., New York.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.
New Departure Bell Co., Bristol, Conn.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Calcium King Lamp Co., Waterbury, Conn.
Codling Mfg. Co., Bristol, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Miller & Van Winkle, Brooklyn, N. Y.
New Departure Bell Co., Bristol, Conn.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Wm. Read & Sons, Boston, Mass.
Remington Arms Co., New York.
Rickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Blind Hinges.

Stanley Works, New Britain, Ct.

Bits.

Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.

Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.

Folding Paper Box Co., South Bend, Ind.

Box Openers.

Smith & Hemenway Co., New York, N. Y.

Box Straps.

Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Brass Goods.

Loeb & Co., New York.

Brass, Manufacturers.

Waterbury Brass Co., New York

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butter and Cheese Cutters.

E. G. Bennett, Everett, Mass.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.

Fox Cutlery Co., Hoboken, N. J.

Calipers.

Alfred Field & Co., New York.

Car Sealers.

Charles Morrill, New York.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

Chisels.

Underhill, Clinch & Co., New York.

Chucks.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers.

John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Chicago Flexible Shaft Co., Chicago, Ill.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.

Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.

Jos. Dixon Crucible Co., City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co, Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

E. P. Bellows Agricultural Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co, Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
F. E. Carpenter, New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Ulrich Mfg. Co., Rock Falls, Ill.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.

F. E. Carpenter, New York.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.
Ulrich Mfg. Co., Rock Falls, Ill.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Mangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Mansfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Charles Miller & Son, Utica, N. Y.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Ulrich Mfg. Co., Rock Falls, Ill.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Hoops.

Weaver, Palmer & Richmond, Rochester, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York

Edward Miller & Co., Meriden, Conn.
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Lafety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.

John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
A. E. Hutchins n, Newark, N. J.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Surpless, Dunn & Co., New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York,

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Pokers.

Troy Nickel Works Albany N, Y.

Digitized by Google

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co. N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
A. E. Hutchinson, Newark, N. J.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co. Hartford and Norwich, Conn; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Spouts.

Charles Millar & Son, Utica N.Y.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New, Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.

Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.

Dangler Stove & Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Mittens.

Diamond Hardware Co., Boston.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.

Tacks.

Salem Nail Co, New York,

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Thermoscopes.

Bayer & Co., Philadelphia.

Tiles.

Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.

L. D. Berger, Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Traps.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W. N. Co., Newark, NJ.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Twine.

Samson Cordage Works, Boston.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Vapor Stoves.

Dangler Stove & Mfg. Co., Cleveland, Ohio.

Varnishes.

Chas. H. Gillespie & Sons, Jersey City, N. J.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.

Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.

E. P. Bellows Agricultural Co., New York.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Window Weights.

Barney & Reed Mfg. Co., Boston, Mass.

Wire, Manufacturers.

Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Loeb & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
O. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.

Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro, Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc.

Bruce & Cook, New York.

Zinc Nails and Tacks.

Salem Nail Co., New York.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
American Ring Co....11
American Shearer Mfg. Co....48
Ames Sword Co.... 7
Arcade Mfg. Co.... 2
Armstrong Mfg. Co....14
Atlas Bolt & Screw Co....68
Atlas Mfg. Co.... 1
Ausable Horse Nail Co.... 3

B

Baeder, Adamson & Co.... 5
Bardsley, Jos....43
Barnes (Wallace) Co....45
Barnett (G. & H.) Co....68
Barney & Reed Mfg. Co....47
Barrett, W. L.... 1
Bayer & Co....41
Bellows (E. P.) Agricultural Co ..67
Berger Bros Co....14
Berger, L. D.... 4
Bicycle Step Ladder Co.... 6
Bigelow, J. F....18
Boardman (Luther) & Son....47
Bommer Bros....68
Boston Belting Co....18
Brass Goods Mfg. Co....50
Browne & Manafield....45
Bruce & Cook....17
Bryan Mfg. Co.... 4
Burr Mfg. Co....17

C

Calcium King Lamp Co....47
Capewell Horse Nail Co....68
Carpenter (F. E.).... 9
Cary Mfg. Co....50
Chadborn & Coldwell Mfg. Co.... 8
Champion Safety Lock Co....43
Champion Steel Range Co.... 2
Chatillon (John) & Sons.... 4
Clark & Cowles.... 5
Cleveland Stone Co.... 7
Cleveland Twist Drill Co....68
Clinton Wire Cloth Co....67
Clipper Lawn Mower Co.... 9
Coates Clipper Mfg. Co....10
Codling Mfg Co.... 1
Coes Wrench Co.... 7
Coldwell Lawn Mower Co.... 9
Conroy (P. J.) Co.... 6
Contractors' Plant Mfg. Co.... 2
Cooney, Selner & Co.... 2
Covert Mfg. Co....11
Cronk Hanger Co....16
Cushman & Denison....39

D

Dangler Stove & Mfg. Co....11
Darby (Edward) & Sons....67
Diamond Hardware Co,....18
Dickinson, Thos. L....43
Disston (Henry) & Sons.... 5
Divine Bros.... 2
Dixon (Jos.) Crucible Co.... 5
Dunbar Bros.... 1
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works....19
Edgar Mfg. Co. 15
Ellis & Helfenberger....48
Enterprise Mfg Co. of Pa.... 8
Erie Specialty Co.... 2
Estey Wire Works Co 43

F

Field (Alfred) & Co.... 6
Fitch (W. & E. T.) Co.... 1
Folding Paper Box Co....68
Fox Cutlery Co....10
Fuller Bros. & Co.... 2

G

Gilbert & Bennett Mfg. Co 67
Gillespie (Chas. H.) & Sons.... 5
Gl'dden Varnish Co.. 67
Gloekler, Bernard.... 7
Goodell Co....59
Gould Packing Co.... 41
Graham (John H.) & Co....15

H

Hanson & Van Winkle Co.... 2
Hardwaremen's Exchange....48
Hardware Publishing Co....60
Harrington & Richardson Arms Co.... 8
Hartley & Graham.... 1
Heinisch's (R.) Sons Co....59
Heller (W. C.) & Co.... 5
Hill Dryer Co.... 9
Hill (N. N.) Brass Co....50
Holmes & Edwards Silver Co.... 6
Holroyd & Co.... 7
Howard Iron Works.... 9
Hutchinson, A. E....13

I

Iowa Farming Tool Co....43
Ives (H. B.) & Co.... 9

J

Jennings (C. E.) & Co.... 1
Jennings (Russell) Mfg Co....47
Johnson's (Iver) Arms & Cycle Works....39

K

Kearney & Foot Co....43
Keuffel & Esser Co.... 3
Kilbourne & Jacobs Mfg. Co....40
Kimball Bros....14
Kohler (F. E.) & Co.... 4

L

Laflin & Rand Powder Co.... 1
Laflin & Rand Powder Co....,38
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.... 2
Leonhardt & Co.... 3
Litchfield J. M....43
Loeb & Co....45

M

Magnolia Metal Co.... 1
Martin, James F....48
Mast (J. M.) Mfg. Co....17
Mayhew (H. H.) Co....40
McKinney Mfg. Co....16
Merchant & Co....14
Miles, Franklin S....59
Millar (Chas.) & Son....48
Montrose, R. W....18
Morrill, Charles 18
Mugford, A.... 1
Myers (F. E.) & Bro....17

N

National Saw Co....10
New Departure Bell Co.,.... 47
N. J. Car Spring & Rubber Co....41
New Jersey Wire Cloth Co....65
New York Stamping Co.... 4
Niles Mfg. Co 2
Nock, Geo. W....48
North Bros. Mfg. Co....43

P

Parlin & Orendorff Co.... 41
Parry Mfg. Co....50
Pastime Lawn Mower Co.... 9
Payson Mfg. Co.... 2
Peck (Fred W.) & Co....59
Pennsylvania Wire Works....67
Philadelphia Commercial Museum....47
Pike Mfg. Co....45
Plume & Atwood Mfg. Co....45
Porter Screen Mfg. Co....10
Prescott (J. L.) & Co.... 1
Putnam Nail Co.... 11

Q

Quincy Hardware Mfg. Co.... 1

R

Read (Wm.) & Sons.... 3
Reading Hardware Co....10
Remington Arms Co....13
Rodgers (Joseph) & Sons 6
Rogers (Wm.) Mfg. Co.... 6
Rolfe, I....14
Root Bros. Co....48
Root Bros. Co....59

S

Salem Nail Co....41
Samson Cordage Works.... 1
Sargent & Co.... 45
Scranton (The) & Co.. 1
Sedgwick Machine Works....14
Seed, J. H.... 4
Sickels & Nutting Co....68
Silver Mfg. Co.... 2
Smith & Egge Mfg. Co....13
Smith & Hemenway Co....41
Sommer's (John) Son....68
Standard Co....47
Standard Tool Co.... 1
Stanley Rule & Level Co....59
Stanley Works.... 1
Stebbins (Chas. J.) & Co.... 3
Stevens (J.) Arms & Tool Co.... 7
Steward & Romaine Mfg. Co 68
Stimpson (Edwin B.) & Son....68
Storm Mfg. Co....14
Stowell Mfg. & Fdry. Co....45
Sudlow, John W....11

T

Tie Co.... 1
Tower & Lyon....13
Townsend, C. C. & E. P....43
Troy Nickel Works....58
Tuck Mfg. Co....10

U

Ulrich Mfg. Co.... 8
Underhill, Clinch & Co.... 9
Underh'll, Clinch & Co.... 59
Union Hardware Co....13
Union Metallic Cartridge Co.... 1

V

Van Wagoner & Williams Hdw. Co....68
Voigt, Starr & Co.... 5

W

Warren (J. D.) Mfg. Co....13
Waterbury Brass Co....50
Weaver, Palmer & Richmond....68
Welch (T. F.) Mfg. Co....67
Wells, Heber....10
Williamson W. N. Co.... 7
Wright & Colton Wire Cloth Co..67

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO. ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.

WE MAKE YOU SELL

CUTLERY

Consisting of full lines used by **Butchers, Packers, Grocerymen, Hotel "Chefs,"** and **Hardware, Cutlery, House Furnishing, Butchers' Supply, Hotel Supply** and **Grocers' Supply Trade.** . . . . .

Warranted as Usual.

We like to make and you like to sell warranted goods. Why don't we deal together? We would like to send you a Catalogue and quote discount at least.

E. S. HULBERT & CO., MANUFACTURERS OF **CUTLERY THAT CUTS.** BERNARDSTON, MASS.

PENNSYLVANIA WIRE WORKS.

EDWARD DARBY & SONS,

233-235 Arch Street.
PHILADELPHIA, PA.

MANUFACTURERS OF

WIRE AND IRON GOODS

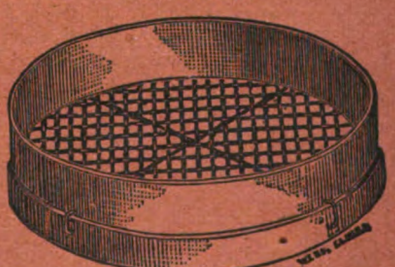
OF EVERY DESCRIPTION.

SIEVES, RIDDLES, COAL AND SAND SCREENS.

BRASS, COPPER, STEEL, IRON and GALVANIZED WIRE CLOTH.



Square Coal Sieves.



Round Coal Sieves.



E. P. BELLOWS AGRICULTURAL CO.,

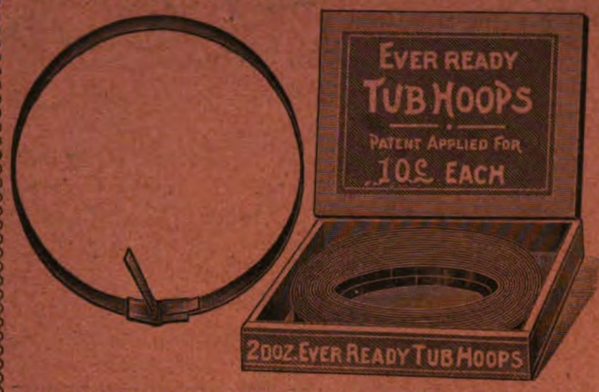
MANUFACTURERS AND GENERAL DEALERS OF

Farm and Garden Implements, Hay Cutters, Wheelbarrows, Etc.

165 GREENWICH ST., NEW YORK, U. S. A.



Digitized by Google



TO THE DEALER

a saving of time without loss of profit.

A case of **EVER READY** Hoops and Clamps supplies the dealer with an article in compact, easy selling shape, and to his customer a hoop quickly applied to any size tub without use of special tools; makes a better finished, stronger job than by old methods. **EVER READY** Hoops fit when applied. No hammering required. **Adjustable to any size tub—no rivets.**

Send for descriptive circular.

Weaver, Palmer & Richmond,
ROCHESTER, N. Y.

Edwin B. Stimpson & Son, Nos.
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible



The Atlas Bolt & Screw Co.
CLEVELAND, OHIO,

Manufacturers of ...

Stove Bolts, Tire Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.

SEND FOR CATALOGUE.

Mention "HARDWARE."

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co.
Oliver Chilled Plow Works.
Cortland Door & Window Screen Co.
Relay Bicycle Mfg. Co.
North Wayne Tool Co.'s Little Giant Scythes,
Grass Hooks and Hand-Made Axes.

NOTHING LIKE IT.



"PERFECTION" CEDAR.

SUPERIOR TO ALL OTHER CEDAR FAUCETS.

JOHN SOMMER'S SON,
355-365 CENTRAL AVENUE,
NEWARK, N. J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,

Philadelphia, Pa.

Buy the Best. TRADE MARK. They are the Cheapest.



EVERY GENUINE CLEVELAND DRILL bears trade mark.

All Kinds of Twist Drills, Reamers, Taps, &c.

New York Store, 99 Reade St. **CLEVELAND TWIST DRILL CO.** Cleveland, O., U. S. A.

Samson Anvils

We have added following sizes to the line:

275, 300, 325, 350, 400, 425, 450, 475 and 500 pounds.

Write for Descriptive Circular. . . .

Van Wagoner & Williams Hdw. Co.

CLEVELAND, O., and NEW YORK.

BOMMER SPRING HINGES ARE THE BEST





"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.

Digitized by Google

ALL THE NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 3. New York, May 10, 1899. $1.00 A YEAR.

THE NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS

MAGNOLIA METAL

IN USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.
No. 49 Queen Victoria St., London, E. C.

FOR SALE BY ALL DEALERS.

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.

W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.
TU..E CUTTERS—F r Cut..g Glass Tubes

SEND F R ILLUSTRATED CATALOGUE





HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,
Box M, Mfrs.,
Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

Interesting Facts and Official data pertaining to the 1899 Grand American Handicap.

Number of full entries,	251	at $25	$6275.00
" " post entries,	11	at 35	385.00
" " forfeit entries,	16	at 10	160.00
Total,	278		$6820.00

Of which total number 179 shooters used

U. M. C. FACTORY LOADED SHELLS,

being 64 39% of the entire attendance and drawing $4955.25 of the purse of $6820.00. This is certainly an elegant showing and does not need any further comment. Above speaks for itself as to the quality of the goods used by the winner, the

HON. THOMAS A. MARSHALL, of KEITHSBURG, ILL.

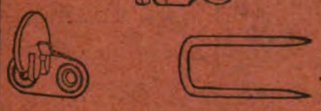
who won the handicap for the second time, with goods made by

THE UNION METALLIC CARTRIDGE CO.,

WINNERS OF HANDICAP . . . 1893, '94, '95, '97, '98, '99.

Bridgeport, Conn





Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

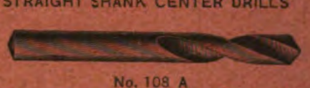
CENTER DRILL CHUCK. No. 136.



TOOLS

. . . The Highest Quality only . . .
Manufactured by
THE STANDARD TOOL CO.,
Cleveland, Ohio.

STRAIGHT SHANK CENTER DRILLS



No. 108 A

NEW YORK OFFICE, 94 READE ST.

Please mention HARDWARE.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 34.

A. MUGFORD - DESIGNER ENGRAVER & ELECTROTYPER

HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO, Quincy, Ill.

THUROSCOPE

(WINDOW MIRRORS) (BUSY BODIES.)

To ascertain **who rings the door bell;** also showing a **moving panorama** for nearly a mile. . . .

FOR Housekeepers AND Invalids.



Leaflet tells the tale.

BAYER & CO.,

MAKERS,

19 N. Juniper St., PHILADELPHIA, PA.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

ESTABLISHED 1845

DUNBAR BROTHERS

MANUFACTURERS OF

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS MADE FROM SHEET STEEL & STEEL & BRASS WIRE.

BRISTOL, CONN. P.O. BOX 416

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood.** We have combined two **principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* **101 Reade St., NEW YORK.**

Digitized by Google

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to length.

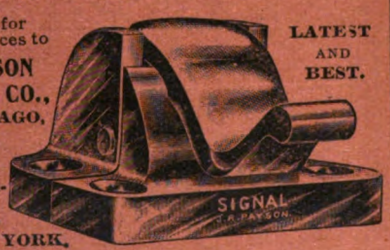
THREE OF THE FINEST CORK SCREWS.



Our 1898 Catalogue of Cork Screws, Cork Pullers. Lemon Squeezers, &c., is now ready. Write for it,
ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to
PAYSON MFG. CO.,
CHICAGO,
and
88 Chambers St.,
NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.



NILES PATENT D. A.
SPRING HINGES AND BLANKS.
New Pattern.
Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.
NILES MFG. Co.,
13 S. Canal St., CHICAGO.



Lane's Ball-Bearing PARLOR DOOR HANGER



SEND FOR CATALOGUE.
LANE BROS. CO.,
. . . POUGHKEEPSIE, N. Y.



THE **CHAMPION** AND **MARQUART** are the only . .
• • Double Flue
• • Steel Ranges
made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL
WATER CUT OFF
FOR CISTERNS.

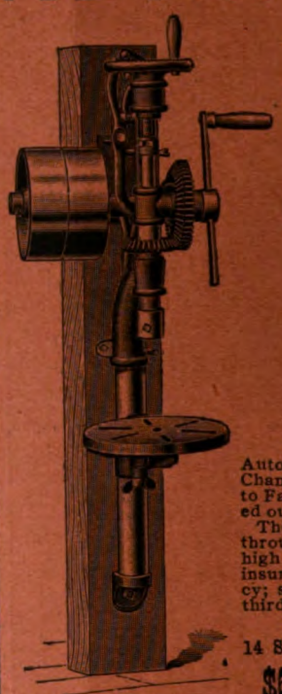
There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.
For sale by all the leading jobbers.



Manufactured only by
COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND

HIGH GRADE
Buffing · Wheels,
Large variety, adapted to every class of work.
Patent Sewed Buffs.
The finest in the world.
We are the largest manufacturer of Buffs in the United States. . .
Write for Catalogue and prices.
DIVINE BROTHERS, UTICA, N. Y.
WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



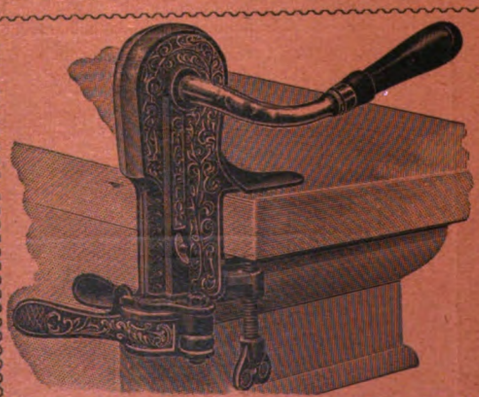
DRILLS
FOR
BICYCLE REPAIRMEN, SMITH SHOPS, REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way
They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.
$6.00 to $85.00
Special discounts to repairmen.

ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.

EVERY DRILL GUARANTEED.
THE SILVER MFG. Co
345 Broadway, - SALEM, OHIO.

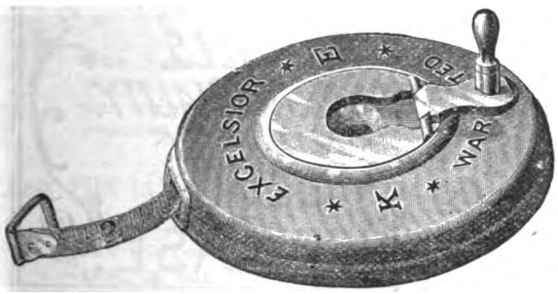


WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.
THE CHAMPION
is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.
MANUFACTURED BY
ARCADE MFG. CO.,
FREEPORT, ILL.

Nickel Plating Outfits.
POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.
THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

NAILS

103 Reade Street,

NEW YORK.

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.

STAND'D HEAD

LIGHT HEAD

Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

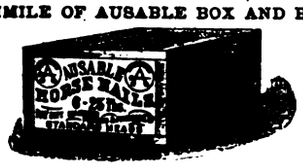
THE ORIGINATORS OF

Hot Forged & Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

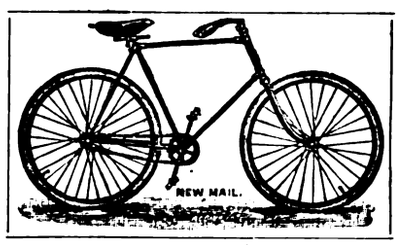
FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.

Bicycles --- Bicycles

For the Trade. 1899 Models.



BEST SELLING WHEELS.

Don't Buy your stock till writing us.

$20., $25., $30., &c.

Also . . .

BICYCLE SUNDRIES.

Also . . . **Trade Discounts.**

Scott, Greener, Nestley, Richards, Colt, Parker, Smith, and all makes

GUNS.

Finest and all grades **Rods** and **Fishing Tackle.**

Surely get our Fishing Tackle Quotations.

SEND FOR CATALOGUE.

WM. READ & SONS,

107 Washington St, - - BOSTON, MASS.

ESTABLISHED 1826.

Digitized by Google

OUR FAMILY CASE OF TOILET PAPER

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

A.P.W. PAPER CO ALBANY, N.Y.

RETAILS FOR $1.00 PER CASE.

A. E. AUSTIN ENG. CO. ALBANY N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.

It will pay you . . .

to keep your best **I** on this space.

We are "In it" every issue.

. . . Watch for us . . .

PARRY MFG. CO.,

INDIANAPOLIS, IND.

KICKER'S

for double planing either wide or narrow guage. If you do much work you cannot afford to be without them. Increase your profits by using up to date tools. I have an interesting price to make any man that wants a set.

L. D. Berger
59 N 2nd St
Philada Pa



UP-TO-DATE. HOLLOW STEEL BLOCKS.

As light as wood and much stronger. The only Steel Block where the straps extend down below the middle and the pin passes through them, and has edges and middles rounded to protect the rope. When bushed with Ford's Patent Self-Lubricating or Adjustable Five-Roller Bearing Sheaves they lead all others for cheapness and durability. To insure the best blocks always specify **STAR BRAND.** 1897 Complete Catalogue J now in preparation.

Boston & Lockport Block Co., Successors to **Bagnall & Loud Block Co., Boston, Mass.**

SEED'S Four-in-Hand Drop Forged Steel **COMBINATION TOOL,** Nickel Plated

Bicyclist's Pocket Companion.



Hammer, Tack Puller Wrench and Screw Driver.

Price, $1.25 per doz., $12.00 per gross.

JOS. H. SEED, 12 Centre St., New York, U. S. A.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

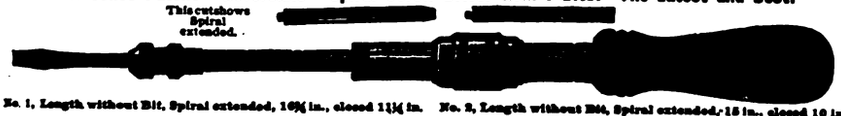
These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.



No. 1, Length without Bit, Spiral extended, 10¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 16 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 10¾ in., closed 10¾ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 61, Length Spiral Extended, 15 in., closed 11¼ in. No. 62, Length Spiral Extended, 12¾ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., Sole Agents, 67 READE STREET, NEW YORK, U. S. A.

CLARK & COWLES.

RIVETS — PLAINVILLE, CONN. — SPRINGS

STAMPING AND FORMING

GILLESPIE'S VARNISH



STAINS

are especially adapted for use over Paint, Varnish, etc., etc., as they stain and varnish at the same time. Ordinarily one coat is sufficient to produce a fine finish. These Varnish Stains are superior for refinishing Furniture, Picture Frames, Mantels, Piazza Chairs, etc., etc.

SHADES,

CHERRY, MAHOGANY, WALNUT, LIGHT OAK, ANTIQUE OAK.

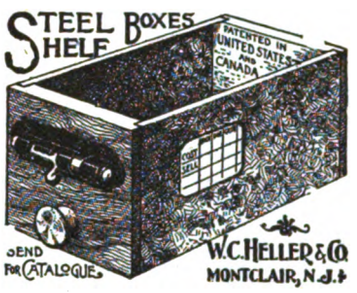
MANUFACTURED ONLY BY

CHAS. H. GILLESPIE & SONS,

VARNISH MAKERS,

125 to 137 Dey St., Jersey City, N. J. U. S. A.

STEEL BOXES SHELF



You take no risk on the quality. We make only the best!



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

730 MARKET STREET, PHILADELPHIA.
87 BEEKMAN STREET, NEW YORK.
149 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google

UNIVERSAL SHARPENING MACHINES.



HAND POWER MACHINES.

	EACH.
No. 2, Japanned,	$3.50
No. 4, Nickel-Plated	$5.00

For household and general use.

FOOT POWER MACHINE.

No. 1, $25.00 each

For Packers, Tanners, Butchers, Farmers, Hotels and Restaurants.

Liberal Discount to the Trade.



Most perfect knife sharpener made.

Easily operated and quick work.

The degree of perfection attained by the use of this machine is far superior to that accomplished by the ordinary method of hand work.

These machines are practical, based on correct mechanical principles and have reached their present state of perfection after many years of experimenting.

They are simple in their construction, very durable and sharpen with great rapidity.

Knives keep their proper shape and last much longer when sharpened with the "Universal" machine. Silver-plated knives can be sharpened without damaging the blade.

Every dealer and every family should have one of these machines.

We guarantee the "Universal" machine to be as we represent it, "practical, convenient and perfect."

JOHN CHATILLON & SONS,

85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK.

ESTABLISHED 1835.

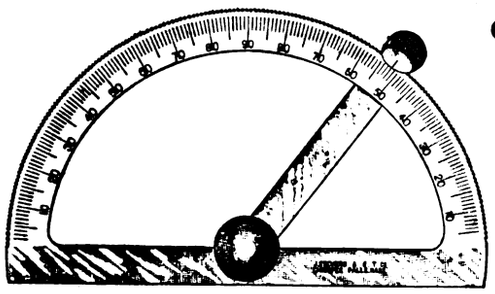
SCALES AND BUTCHERS' TOOLS.

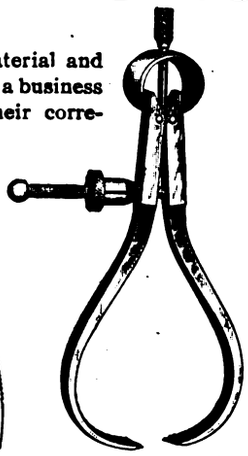
SOLE AGENTS:
FOSTER BROS. CO.,
Butchers' Knives and Tools.
PHOENIX KNIFE CO.,
Pocket Knives, &c.
FRIEDERICH DICK,
Butchers' Steels, &c.

Digitized by Google

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .



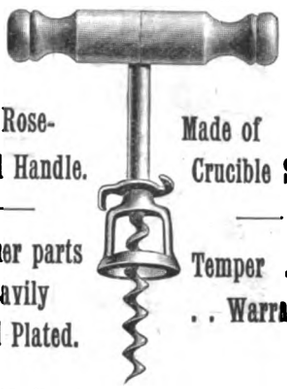


J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

NEW HAND POWER

Combination Cork Screw

CROWN and SEAL OPENER also WIRE CUTTER.



Fancy Rose-wood Handle.

Made of Crucible Steel.

All other parts Heavily Nickel Plated.

Temper . . . . . Warranted.

No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

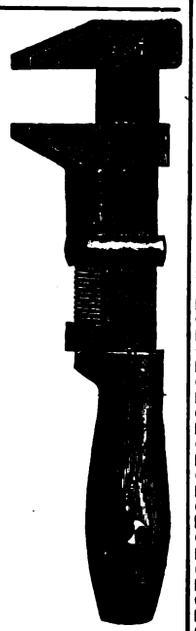
Screw Wrenches.

MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.



Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar, Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

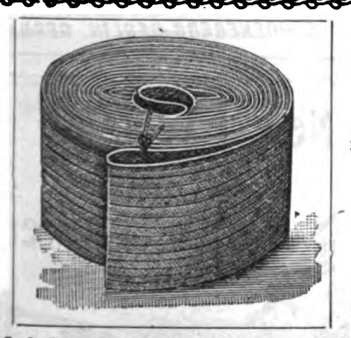


Family Grindstones

Should be in every home. A neat and inexpensive necessity. . .

QUICK SELLERS.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. Discounts Quoted.

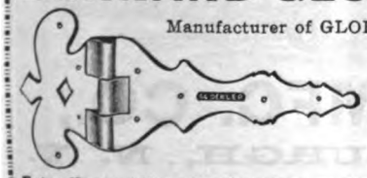
Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS and DIES, TAPS, etc.



Holroyd & Co.,
Waterford, N. Y.

BERNARD GLOEKLER, PITTSBURG PA.

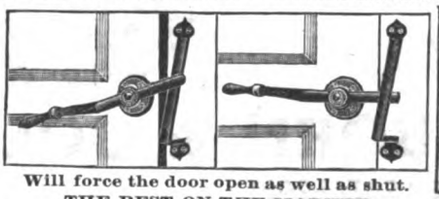
Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.

(Pat. Jan. 20, '91).

Extra Heavy Hinges for Cold Storage Warehouses.



Will force the door open as well as shut.
THE BEST ON THE MARKET.
Made in four sizes. . . . Write for Price List.

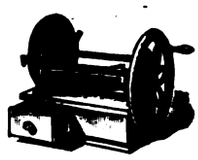


This style operates on both sides of door. For Cold Storage Houses they have no equal.

Digitized by Google


Sausage Stuffer and Lard Press


Meat Juice Extractor

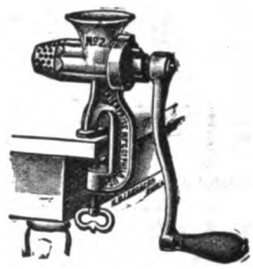

Rotary Smoked Beef Shaver


Raisin and Grape Seeder

ENTERPRISE
Meat and Food
Choppers
TINNED

28 sizes and styles, $1.50 to $275.00


No. 5, $2.00


No. 2, $1.50


No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street


Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

HARRINGTON & RICHARDSON ARMS COMPANY...

... MAKERS OF

HIGH-GRADE REVOLVERS.

Safe, Reliable, Accurate.

Cut shows our . . .

"Premier"

32 Calibre



WORCESTER, MASS., U.S.A.

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.

HORSESHOE MAGNET HAMMER.
WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.

ARTHUR E. ROBERTSON, Patentee and Sole Mfr., 185 Summer Street, Boston, Mass.

HORSESHOE-H-STUDS (Neuss' Patent)

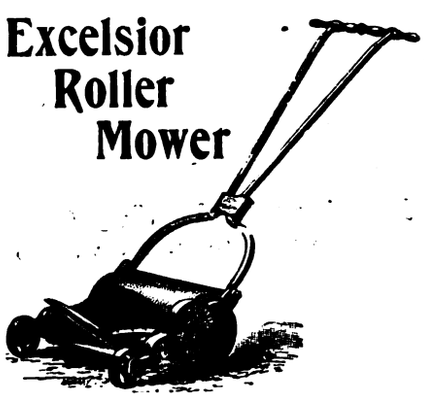


Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.

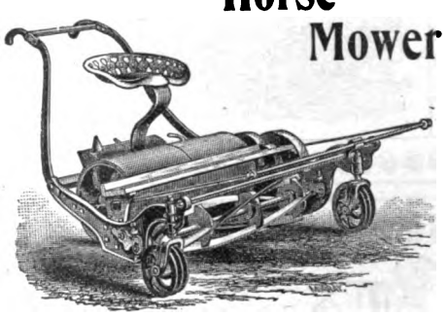
Excelsior Roller Mower



New Model High Wheel Mower



New Excelsior Horse Mower



CHADBORN & COLDWELL MFG. CO.,

SEND FOR OUR 1899 CATALOGUE

NEWBURGH, N. Y.

Digitized by Google

Just for the Asking

you can obtain samples of our

RUBBER GARDEN HOSE.

Our quality and our prices are strong arguments why we should have your order. Write NOW.

Manufacturers of
High Grade
MECHANICAL RUBBER GOODS.

BOSTON BELTING CO.

James Bennett Forsyth, Mfg. Agt. & Gen. Mgr.

BOSTON. NEW YORK. BUFFALO. CHICAGO. DULUTH.



HILL CLOTHES DRYER.

More than 100,000 in use. Pleasing everybody. Both yard and balcony Dryers.
Fold them up without removing clothes line and take indoors when not in use.
Sold by the Hardware Trade. Send for Illustrated Catalogue giving full description and prices.
HILL DRYER COMPANY, Worcester, Mass.

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,

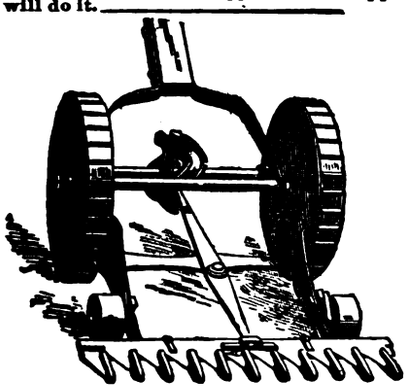
P. O. Box 2383. 94 Chambers Street, NEW YORK.

AGENTS FOR

AMERICAN SCREW CO., Providence, R. I.
OLIVER AMES & SONS, North Easton, Mass.
NORWALK LOCK CO., South Norwalk, Conn.
SNELL MANUFACTURING CO., Fiskdale, Mass.
SAUGATUCK MALLET & HANDLE WORKS, Saugatuck, Conn.
GERMANTOWN TOOL WORKS, Philadelphia, Pa.
NATIONAL SAW CO., Newark, N. J.
NICHOLSON FILE CO., Providence, R. I.
G. W. BRADLEY'S SONS, Westport, Conn.
ANTON AUER, Brooklyn, N. Y.
BRAINERD TANNER CO., Albany, N. Y.

The Mower . . .

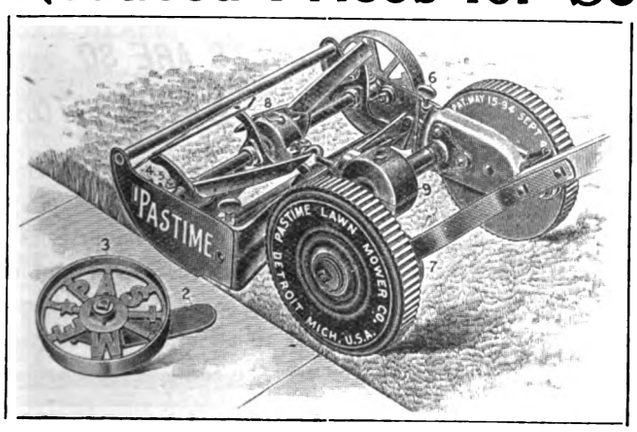
That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

WOOD SAWS

SEND FOR PRICES.

THE NATIONAL SAW COMPANY,

NEWARK, N. J.

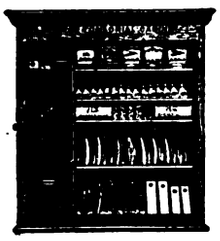
ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading . . .
Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

FOX CUTLERY CO., Ferry and Hudson Place,
MANUFACTURERS AND IMPORTERS, HOBOKEN, N. J.

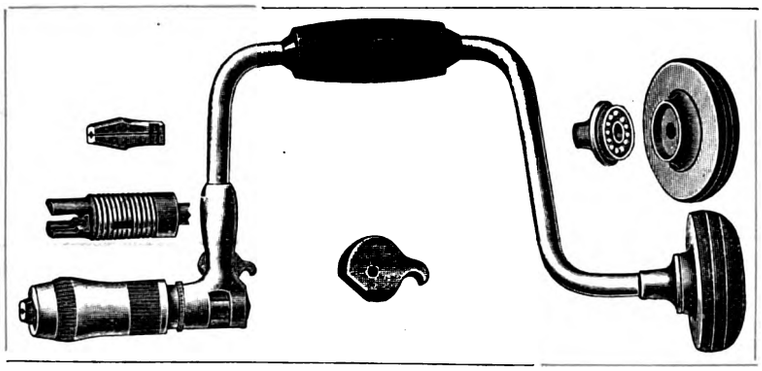


COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers. both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

Just investigate our line before placing your spring order. They are ready sellers every time. Beautifully finished and built to do perfect work.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the **Dandy Sink Cleaner** on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

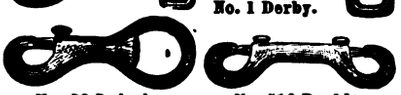
John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

Covert Mfg. Co.,

No. 20 Trojan.



No. 1 Derby.



No. 50 Swivel. No. 510 Double.

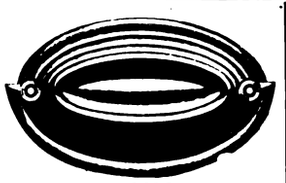
WEST TROY, N. Y.



10004



5044



1420



5045

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.



1428



494



1123



305

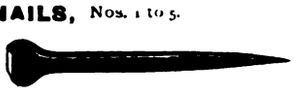
"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

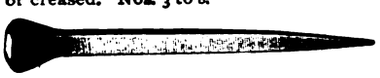
"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fit any shoe punched or creased. Nos. 3 to 8.



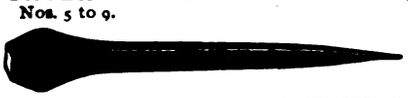
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

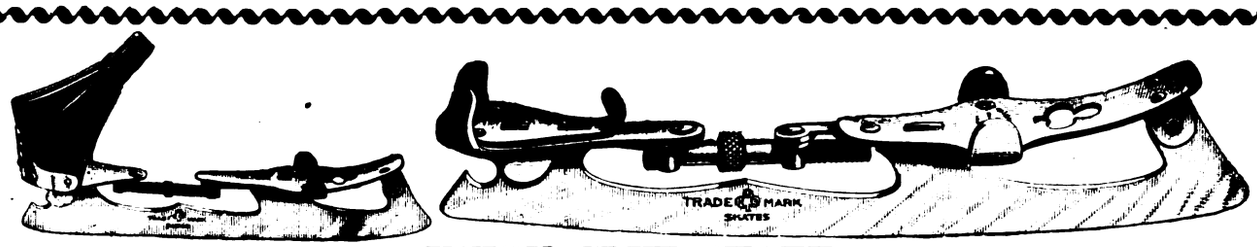
For terms and discounts address

PUTNAM NAIL CO.,

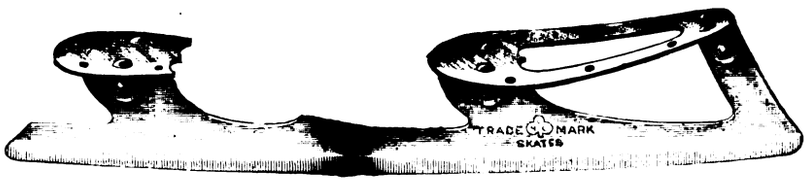
BOSTON, MASS.

Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

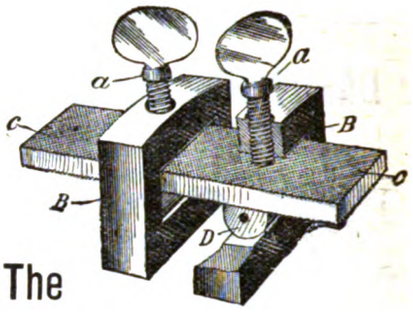


UNION CLUB SKATE.

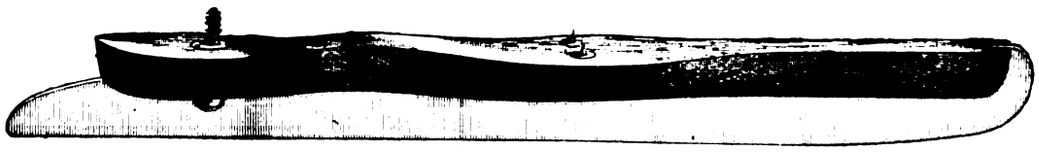




HOCKEY SKATES.



The Union Skate Sharpener.



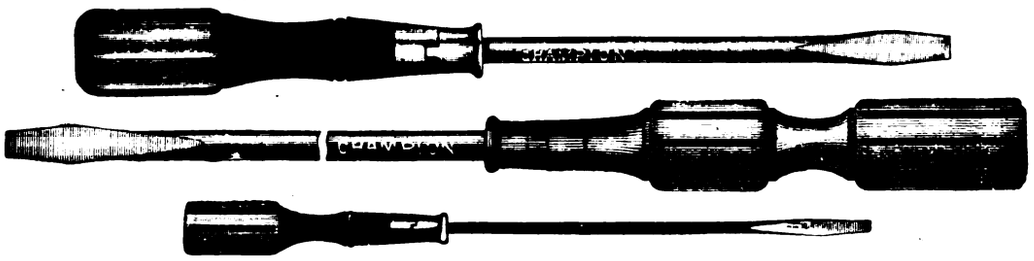
DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

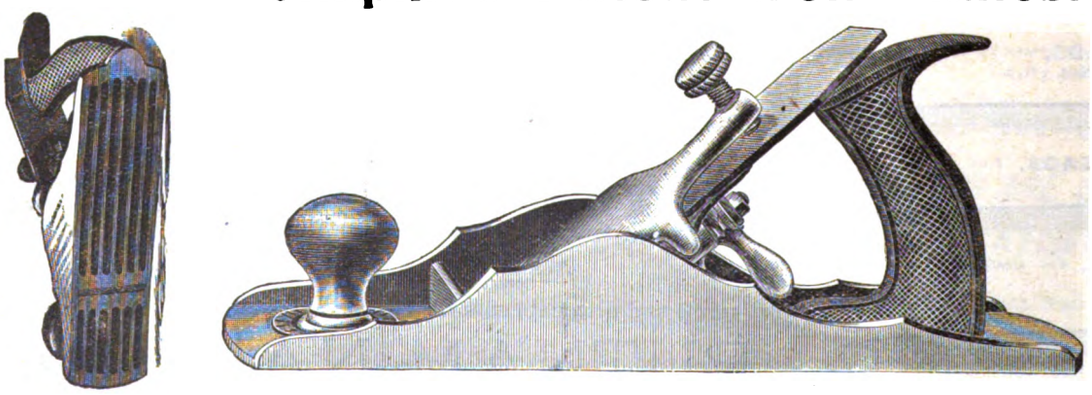
CARPENTERS and MACHINISTS' TOOLS.

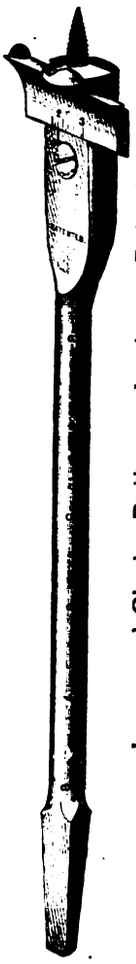
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

MODEL HARDWARE STORE SHELVING

Expert Designers Hardware Shelving and correct arrangement of stock

MANUFACTURERS OF Warren's Patent Hardware Sectional Shelving, Drawers, Screw and Bolt Cases, etc. Shipped to all parts of the world



OUR HEADQUARTERS

J. D. Warren Mfg. Co.

5th Floor Masonic Temple Chicago, Ill. U. S. A.

PELOUZE

"Household" Scale

24 LBS. BY OZS.

Acknowledged to be the BEST on the market

PRICE $1.50

ONLY $12.00 PER DOZ.

Net to the trade.

Made of cold rolled steel throughout.
Beautifully japanned and striped.
Large white enameled dial, very serviceable and distinct.
Enameled steel top plate, absolutely unbreakable.
Occupies less space than other scales.
Can be instantly adjusted for scoop.
Weight, boxed, only 4¼ lbs.

EVERY SCALE WARRANTED.



PELOUZE SCALE & MFG. CO.,
CHICAGO, ILL.,

Mfrs. Reliable Postal, Counter, Confectionery, Ice and Market Scales, Spring Balances, etc.

A. E. HUTCHINSON,

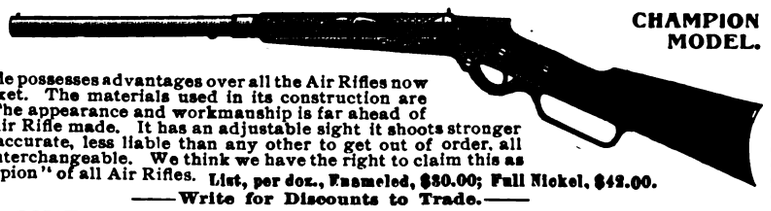
Reliable . . . .

Circular and Band Saws;
Filing Machines and Sets;
Emery Wheels,

792 Broad St., NEWARK, N. J.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. G. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade

30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1853

Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS - - SEND FOR CATALOGUE.

When you want to buy Strops, write for Shull's Catalogue and Prices.

I Mfg'r. Strops with Merit



FOR RAZOR USE ONLY

"THE ORIGINAL" SOLE "THE DEWEY"

WM. A. SHULL STROPS

...THE WORLD'S STANDARD...

PHILA·PA·U·S·A·

Don't let any one deceive you.

Consult and buy ONLY "Shull's."

"THE PERFECTION" M F G R. "THE SCHLEY"

I Mf'g'r. Strops with Merit



FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

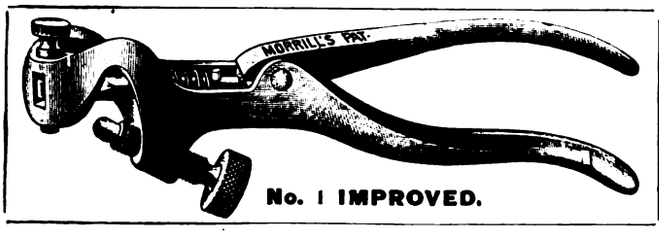
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

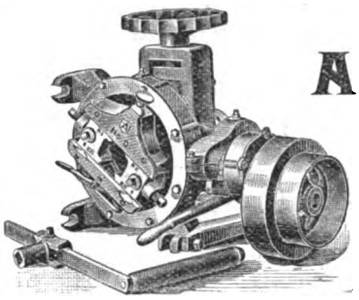
CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

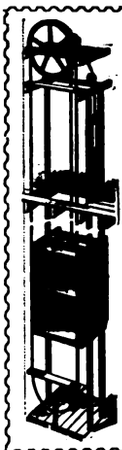
Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 139 CENTRE STREET.——



DUMB WAITERS & ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

SEDGWICK MACHINE WORKS,

86 Carroll St.,

POUGHKEEPSIE N. Y.

110 Liberty Street
New York City.

When writing please mention this paper.

B. B. LEMON SQUEEZERS.



A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

SEND FOR PRICES ON EXTENSION LADDERS.

Berger Bros. Company,

Mfrs. Tinners' Hardware and Roofers' Supplies.

PHILADELPHIA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO.,
Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated,

PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

I. ROLFE,

HALF TONE AND LINE CUTS

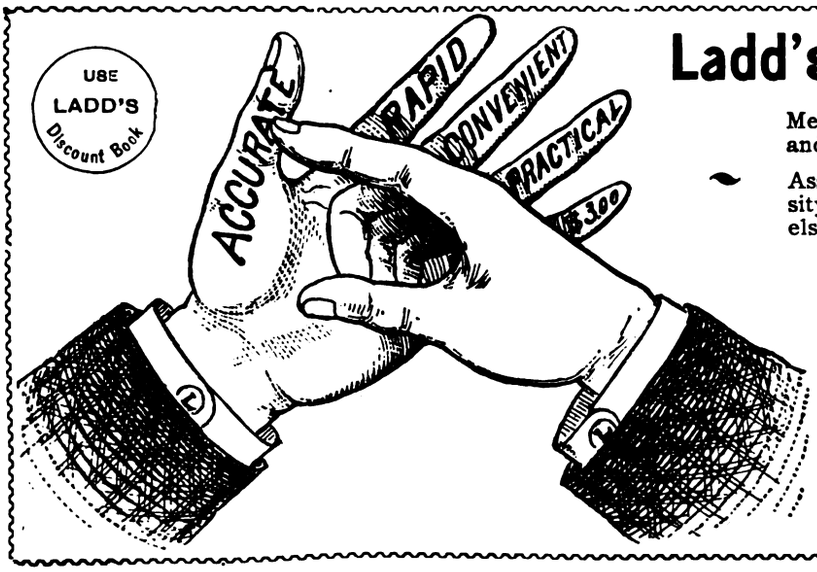
...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR.

No. 6 Park Place, NEW YORK.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

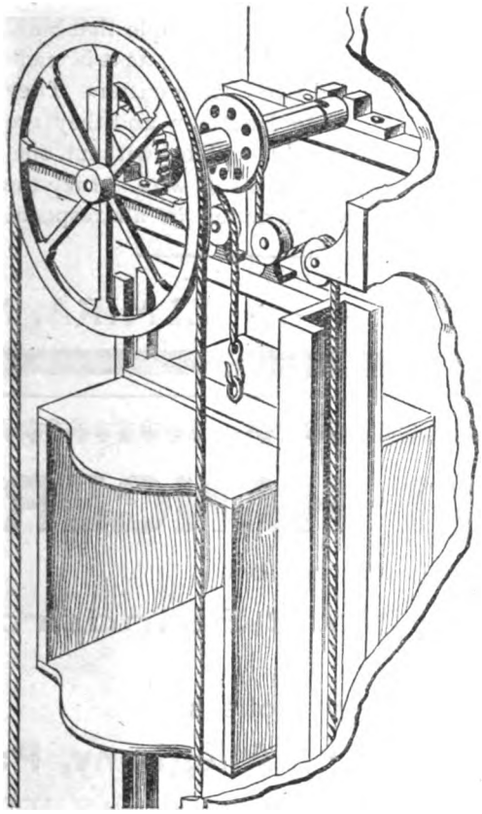
Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google

DUMB WAITERS and HAND ELEVATORS



Made especially to be sold by the Hardware trade.

OUR LEADERS,

The New York Safety
AND
The Paragon.

The New York Safety is the quickest speed machine in the world.

The Paragon is the Leader of the Automatic Lock, Self-Sustaining Machine.

Thousand in use.

Send for our Catalogue with Prices and Discounts.

Also . . . .

Carriage Elevators, Warehouse and Side-Walk Elevators, Invalid Lifts, etc.



JOHN H. GRAHAM & CO.,

Sole Sales Agents,

113 Chambers St., New York.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

Bissell CYCO-BEARING Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

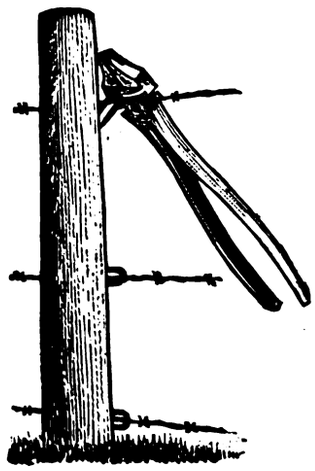
Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,

LARGEST SWEEPER MAKERS IN THE WORLD.

GRAND RAPIDS, MICH. - AND - NEW YORK.

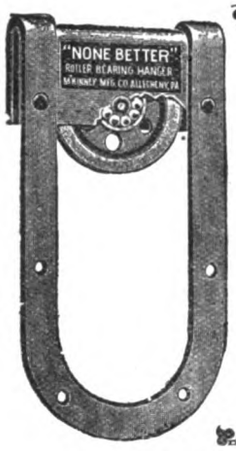
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



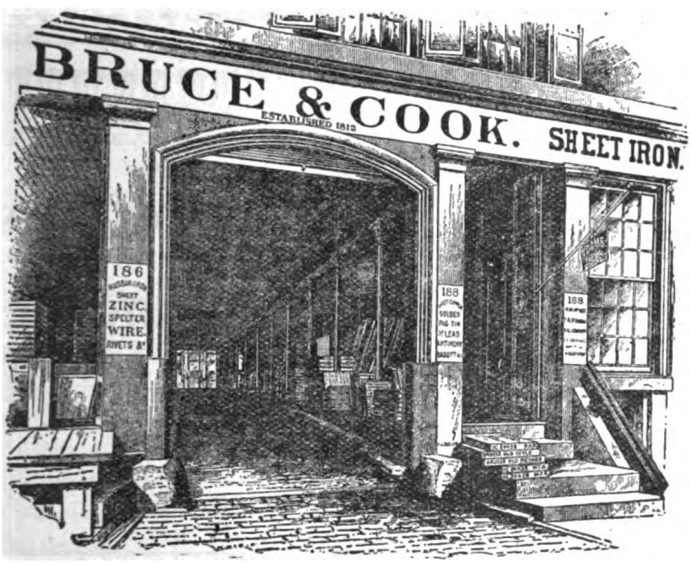
F. E. MYERS & BRO.
ASHLAND, OHIO.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES,
Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .
BURR MANUFACTURING CO.
823 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.



Pat. March 8, '98. Other pats. applied for.

STRONG. SIMPLE. BEST MOUSETRAP.
EASY TO BAIT. SELF-BETTING.
...Good Profit for Jobber...
J. M. MAST MFG. CO.,
Patentee and Mfr., LANCASTER, PA.
C. B. CORWIN, Sole Export Agent,
15-25 WHITEHALL ST., NEW YORK.

A

PROFITABLE MEDIUM

TO

ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains. . .





Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. F. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Eclipse Cleanable

The Best Patented Specialty on the Market.



The only removable ice chamber refrigerator having a positive circulation of dry air to the lowest point in provision chamber through a removable flue.

It's simple, durable, handsome and cleanly. Well finished. Good designs. Strictly metal lined. Does better work with less ice than other makes

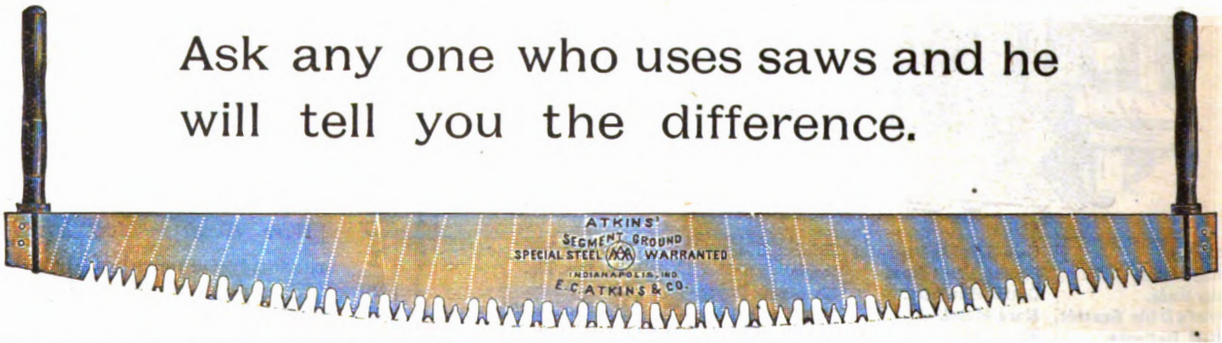
Eclipse Refrigerator Works,

BURLINGTON, VERMONT.

Atkins Saws are in one class.

. . . All others are in another.

Ask any one who uses saws and he will tell you the difference.



ATKINS "SEGMENT GROUND" CROSSCUTS

BEAT THE WORLD.

E. C. Atkins & Co., Saw Mfrs.,

WRITE FOR PRICES.

INDIANAPOLIS, IND.

Digitized by Google

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.

HARDWARE

VOL. XIX. MAY 10, 1899. NO. 3.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Where Will Combination Lead To?

It would require a philosopher, who also possessed a gift of prophecy, to point out, at this time, just how important and far-reaching will be the results flowing from the mighty combinations of capital now being formed. That great changes will occur in the character of business affairs because of them is conceded, but we believe that few realize how tremendous is this movement, while even fewer understand that a veritable revolution in commercial and manufacturing methods is going on, and that this is not a spasmodic effort that can be headed off by words of opposition, or whistled out of sight by the framing of some bill to be passed in a State legislature. The causes that lie under this revolution, and the things that are to come because of it, are not to be lightly discovered by the surface politician, or disposed of in a line or so of type, by the newspaper paragrapher. They are profound questions for the philosopher and thinker; for the statesman and the jurist; for those only who can search out the sources of things, and evolve the final effect from the primal cause. They are found in the economic situation; in the laws—not of legislatures, but of supply and demand; in far-reaching policies, and not in mere politics; in the relation of America to the trade of the outside world; in the best use of the raw materials which nature has scattered over our land with such liberal hand; and in the full utilization of the fact, that America has the machines by which the demand of the entire world can be almost filled, and also possesses the men by whom these machines were invented and built; in the fact that new sources of motive power are being developed and employed, and in the further great fact that in economics, as in nature, nothing can, for even a moment, be at a standstill.

It would be a venture far beyond the knowledge or courage of the average man to guess as to the height this sweeping wave will rise, or the results that will be forced because of its tremendous power. These are questions that time only can answer. There are many thoughtful men who have their fears for the future; many who, having the good of their land at heart, fear the ruin that may come when the wave recedes—and these men are by no means anarchists or cranks. Those who are rushing forward with such merry swing—who see no danger, and paint fairy scenes before the eyes of the manufacturer, or merchant or mine owner, who is to be taken into the fold—may be excused for their optimism; they are making their fortunes in getting others together, and in the sale of stock to the confiding public; but will these gentlemen be on hand when the stock is all disposed of, and the great combination turns itself to the serious consideration of paying dividends on that mighty output of stock?

"The Other Fellow."

"Go over and see 'the other fellow' and talk to him," said the president-elect of the Missouri Association of Hardware Retailers, in a speech the other day. Here is a meaty text for a sermon; and, what is more to the point, a suggestion for such practical action as will pay any man who is compelled to do business in this uncertain world.

"The other fellow" has *his* side of the case, and nine times out of ten he thoroughly and honestly believes that all the rights are on his side. You naturally feel the same as to your side, and there is a chance here for a warm little row, if one or the other loses his temper and fires a hot and unpremeditated letter or telephone message across the way. There are two barrels of mental gunpowder on Blank Street, one on the right side and the other on the left, and a very small spark dropped into either of them, will produce a big explosion.

How nicely the whole matter can be arranged, if "this fellow" puts on his hat and runs across the way, and makes a pleasant morning call upon "the other fellow," or the two meet by appointment for luncheon at the restaurant or the club. They are both gentlemen by instinct and education; neither one has a desire to get the better of the other; their interests are largely identical, if they but knew it; and the mere coming together in social intercourse, paves the way for amity, and leads up to explanation or compromise. In what a different light that little transaction looks, when "the other fellow" sheds upon it the rays of his knowledge, and reveals it in the light of his undeniably honest intentions! How the black marks that stirred your bile, disappeared under the illumination of explanation, and how easily you are led to see *his* side of the case, while under the influence of his genial presence! And when you shake hands at the doorway, or part at the street corner, each "fellow" goes away feeling that "the other fellow" is white both outside and all the way through; and each, unconsciously perhaps, felicitates himself upon having secured

Digitized by Google

a friend, where he might have been hampered and burdened by the addition of an enemy.

Yes, it is a mighty good thing to go over and see "the other fellow." And there's money in it, too.

Do the retail Hardwaremen of the East and South realize how thoroughly they are being distanced by their brethren of the West, in the formation of State associations? While Ohio, Indiana, Michigan, Minnesota and North Dakota possess active organizations that have done much good to the trade; while Wisconsin, Iowa and Missouri have followed in their wake, and while all are at work for the common good of the West, why do Pennsylvania, New Jersey and New York stand idle? What is the matter with Maryland, Alabama and Georgia? Why do not the men of Maine come together, the sons of Vermont clasp hands, and the children of New Hampshire show that they are filled with life and patriotism? When an organization shall have been completed in each State, the next step —and an easy one, too—will be the formation of that long-deferred National Association of Retail Hardware Dealers.

Recent Trade Publications.

The Parry Mfg. Co., Indianapolis, Ind., have certainly adorned their "Cuban Belle" in a manner befitting even that beautiful representation of American art. That this Cuban Belle happens to be an attractive buggy made by the Parry Mfg. Co,, does not in any way detract from the attractiveness of the article, or the beauty of its setting. The above refers to a very artistic publication which we have just received from this company, bound in covers of red, black and green, and artistic in the highest sense. The Cuban Belle is one of the recent productions of this great concern, concerning which they say that it has many good points, but that the best one is that they made and sold 14,327 of them during the year 1898, and that the orders coming in now point to double that figure for 1899.

F. E. Myers & Bro., Ashland, Ohio, the well-known manufacturers of pumps and hay tools, have issued their catalogue No. 33, upon which is stamped the sub-title of "Jobbers' Specialties." This is a catalogue of near one hundred pages, showing their haying tools, hay carriers, hay forks, steel tracks, pulleys, slings, spray pumps, windmill pumps, power and tank pumps, store ladders, bicycle stands and gate hangers, all of which come within the stock of a jobber, and the reputation of which have been established by years of successful use. The catalogue is thoroughly illustrated, sizes and prices accompanying the descriptions. The frontispiece is a reproduction of their Centre Street works, which cover their wood-work department and specialties, which buildings were added in 1896.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have issued an attractive catalogue for 1899, showing their fine single-shot target and sporting rifles, single-shot pistols, shot guns, sights and fine mechanical tools. This little work is thoroughly illustrated, and with full letter-text in which sizes and prices are given. It is a compendium of useful information for all dealers who are interested in lines of goods of this character.

Reynolds & Co., New Haven, Conn., manufacturers of screws, bolts, nuts, etc., have arranged with Topping Bros., No. 92 Chambers Street, New York, to carry a full line of their set and cap screws, and to represent them so far as these goods are concerned in this territory. Topping Bros. will be prepared to fill all orders of ordinary proportions from stock without the slightest delay and at the lowest market rates. This change has been made for the accommodation of the trade in this section.

Improvements in the Hardware Club.

Some weeks since, steps were taken by the board of governors of the Hardware Club of New York, for the adornment of the club rooms, and the work was committed to the hands of the house committee, consisting of Messrs. Eugene Bissell, James D. Foot, Arthur G. Sherman, Edward C. Van Glahn and J. Leonard Varick; and to this committee was added Thomas F. Keating. These gentlemen have exhibited no small degree of good judgment and taste in the changes which have been made in the club rooms, and when the work was finally completed, on Monday, May 1st, the expression of pleased approval on the part of the members was practically unanimous.

The fire which occurred in the Home Life building next door, had made the re-carpeting of several rooms necessary, and new carpets are therefore found upon the ladies' reception room, the main hall, the foyer hall, the library and the board room. The side walls in the cafe have been covered by carton pierre, and the ceilings covered with a heavy canvas which has been profusely decorated. The two small dining rooms, the passage from the cafe to the large dining room, and the entrance to the hall, have been repainted. In the office hall, the ceiling has been decorated and divided into panels with relief mouldings. The walls have been painted in a reddish tone, and a wainscoting placed about the entire hall. In the foyer hall, the ceiling has been enriched by the application of carton pierre relief ornamentation, and decorated in a rich and effective manner, while the side walls have been covered with pegamoid leather in red, and a paneling wainscoting supplied around the entire room. An elaborate grille has been put up in the large opening between the foyer and the office hall. The ceiling of the committee room has been decorated, and the side walls covered with a Japanese paper. A paneling wainscoting has also been supplied. The library has been finished much in the same manner, in a shade of green, the walls being covered with a rich embossed paper. The parlor has been treated in the same manner, with the exception that the side walls are covered with a Japanese leather paper, and in the ladies' dining room effective results have been made by a combination of papier mache and carton pierre relief work, with adornments in ivory and gold leaf. In the ladies' reception room, a most artistic and beautiful effect has been secured, the entire room being enriched by the application of carton pierre and papier mache, while new woodwork, white curly maple has been supplied. The entire work has been decorated in oil, the panels papered with an imported French paper, and a mirror set in the central panel of the west wall.

A number of new chandeliers and side bracket lights have been supplied. The effect of the whole work is rich and artistic in the highest sense, and the universal expression is one of pleased satisfaction on the part of both members and visitors.

Schoverling, Daly & Gales New Home.

Schoverling, Daly & Gales feel very much at home again after their year of temporary residence at No. 325 Broadway. They are now in their old neighborhood, on Broadway between Reade and Duane Streets, in the Vincent building, at Nos. 302-304 Broadway, and No. 94 Duane Street. They occupy the ground floor, basement and cellar of this handsome new structure, and upon a site that has been devoted to the gun business since 1840. Their quarters have been handsomely fitted up for the special purposes of their business, and the store is light and attractive. Stock, packing and shipping rooms are located in the basement. The offices are in the rear, in an L running back from Duane Street.

The United States have issued a total of 616,441 patents.

Digitized by Google

No Hardware Combination Formed.

As a specimen of the manner in which misinformation can be carefully collated and sent broadcast throughout the land, attention might be called to an article which appeared in a recent issue of a New York daily, to the effect that Charles R. Flint, of this city, had succeeded in organizing a combination among the manufacturers of builders' Hardware, with a capital stock of $40,000,000. The mere fact that no steps whatever have been taken in this direction; that Mr. Flint has not organized such a combination, and is not engaged in such organization; and that the leading manufacturers who are mentioned in connection therewith, know nothing about such a movement, may suffice to show that the rumor was without foundation, although it is very difficult to discover what people will not believe in regard to combinations and trusts, in these exciting days.

The statement, which seems to have had its inception in Boston, was to the effect that the Branford Lock Co., of Branford; the Yale & Towne Mfg. Co., of Stamford; P. & F. Corbin, of New Britain; the Russell & Erwin Mfg. Co., of New Britain; the Lockwood Mfg. Co., of South Norwalk; the Norwalk Lock Co., of South Norwalk; the Mallory Wheeler Co., of New Haven, and the Niles Lock Co., o Chicago, were in the deal. The fact of the case is that some years ago Mr. Flint did take steps toward an organization of this character. Nothing came of it then, and it has not since been renewed in any tangible form.

A representative of *Hardware*, who has seen the executive officers of several of these concerns, has been informed emphatically that none of them knew anything concerning it. George J. Laighton, president of the Russell & Erwin Mfg. Co., said: "I know of no such combination, and nothing of the kind is on foot, and we hardly believe that an organization of this kind could occur without our knowledge."

Henry R. Towne, president of the Yale & Towne Mfg Co., was equally emphatic in his statement, which was endorsed by several representatives of the other concerns named.

It is a fact that some time since a number of Hardware men of this city met at the Wadorf-Astoria, for the purpose of taking steps looking toward an organization among the Hardware jobbers of New York City, in the form of an association for social purposes, and friendliness among themselves. On that evening Mr. Flint happened to be in the hotel, but did not meet with the Hardwaremen or have any consultations with them. Perhaps some enterprising reporter jumped at conclusions.

Another source of the rumor may be found in the fact that there has recently been held a meeting of the five largest manufacturers of builders' Hardware, at which it was unanimously agreed to advance prices ten per cent. These concerns were the Yale & Towne Mfg. Co., Sargent & Co., the Russell & Erwin Mfg. Co., the Reading Hardware Co. and P. & F. Corbin. The Penn Hardware Co. was invited, and expected to be represented, but on account of the illness of one of the officers, nobody from that concern was present. although they have heartily given their adherence to the step that was taken. This action, when brought to the attention of the other manufacturers, was almost unanimously endorsed, and letters and telegrams from the greater portion of them have been received to that effect.

In illustration of the amount of misinformation that can be crowded into an article, the fact may be pointed out that the Branford Lock Co., who were quoted as a portion of the mythical combination, have been out of business for six years past, and that their works have since that time been a part of the manufacturing plant of the Yale & Towne Mfg. Co. The Russell & Erwin Mfg. Co, are quoted twice, once as of New Britain and the other as of New Haven; that the Mallory-Wheeler Co. have practically retired from the manufacture of builders' Hardware; that the Niles Lock Co. went out of existence years ago, when their business was absorbed, and has since been carried on, by the Chicago Hardware Mfg. Co. This shows the danger of attempting to discuss a subject without having thoroughly investigated and verified the same.

The above advance of ten per cent. on builders' Hardware has been received by the trade generally, as only a proper step in connection with the recent advances of raw material, and from the fact that these goods have not brought such prices in the market as would place them in proper relation with other features of the Hardware manufacturing trade. Increased competition and the recent dull times have caused some articles in these goods to be manufactured at less than cost, and it is very doubtful whether the advance above referred to is even yet sufficient to bring these various articles of builders' Hardware up to their proper position in the trade.

Complimenting Our Special Issue.

W. S. Wright, Rector & Wilhelmy Co., Omaha, Neb.: "I want to compliment you on that souvenir edition. It reflected not only an unusual amount of credit on your effort and enterprise, but the good judgment displayed in the making up of the paper, made it especially valuable. I have not, in a great many years, read a newspaper as thoroughly, and enjoyed it as fully, as I did this."

John Bindley, Bindley Hardware Co., Pittsburg, Pa.: "Please accept my congratulations upon the beautiful Anniversary Edition. It is not only creditable to you, but in conception and execution a handsome compliment to the great Hardware interest, and, as such, will be appreciated. May your light grow in brilliancy, ever extending its rays."

Biddle Hardware Co., Philadelphia, Pa.: "We have looked over your special Hardware Jobbers' number, and certainly think it a very creditable production, and think you are deserving of praise, in having the support of so many well-known Hardwaremen."

C. Merchant, Merchant & Co., Philadelphia, Pa.: "I desire to congratulate you upon this Jobbers' issue of your journal, which is one of the most readable and interesting it has ever been my good fortune to see."

Merchant & Co., Inc., of Philadelphia, New York and Chicago, report a heavy increase in tin and babbitt metal business. They have recently taken, among numerous others, a carload order for babbitt metal from a large Western machinery manufacturing Company, the shipment consisting of an assortment of grades. This order was placed after an exhaustive list of samples from a number of manufacturers. This company has been manufacturing all grades of this metal for a quarter of a century, and their present large business in this line is a fitting tribute to their thorough experience and reliability in its manufacture.

The Gray & Dudley Hardware Co., Nashville, Tenn., write us as follows: "Some party, unknown to us, representing himself as R. M. Dudley, Jr., has imposed on some Eastern and Northern manufacturers, drawing drafts on us. The party is described by one manufacturer, who cashed his draft for $250, as being a young man, medium height and size, dark hair and moustache. There is no such party as R. M. Dudley, Jr."

Commerce of the United States with Cuba, Porto Rico, Hawaii and the Philippines already shows signs of revival. The February report of the Treasury Bureau of Statistics shows that in nearly all the articles which we have been accustomed to export to those islands there is a marked increase, while in many articles, our own imports from them are showing a corresponding increase.

Digitized by Google

New England Hardware Notes.

When traveling in the old country, an American business man is interested to notice the number of houses whose names and business descend for generations in the family of the founder. Hardware dealers need not be very old to know well certain English houses whose most precious possession, next to the unvarying standard of their product, is the original name under which, a hundred or more years ago, it may be, the modest enterprise was started, which made itself felt all over the world.

In this country such legacy of business activity, coupled with a founder's name, is rare, as might be expected where all is so new. There are a few such instances in the East. It is perhaps quite as rare to find the same premises occupied year after year by the same business, though the continuation of that business has been due to the successive purchases of stock and good will by new parties, rather than by family descent. It is doubtful whether there is a more conspicuous example of persistence of character of business dissociated with family or co-partnership descent, than in one case in Boston.

At least, as early as 1796, which is as far back as records can be consulted, one Joseph Scott, Jr., was in the Hardware business in Dock Square. That was the day of small things. Boston numbered scarcely more than 15,000 inhabitants. Of the buildings then existing scarcely any now remain. Faneuil Hall was there, but not the present Faneuil Hall, which was built in 1805. The historic Old State House was there, but in quite different shape from that which it now has. In place of the long granite Quincy Market, for so many years and to this day justly the pride of Boston, were arms of the harbor, so that the bowsprits of vessels overhung the street directly opposite Faneuil Hall. The old Hancock Tavern, in whose quaint rooms the famous members of the Boston Tea Party donned their Indian accoutrements and went forth to spill the tea in Boston Harbor is within a few rods of this store.

A few years later, in 1800, the records show that the Hardware business was still carried on at this store, but the proprietorship had changed to that of John Odin. Through all the trials of the earlier years of this century, of the embargo, which must have been so hard to bear in a New England seaport, and the vicissitudes of the war of 1812, up to more prosperous days, the business appears to have been actively carried on, for in 1825 the records show John Odin still there, engaged in Hardware selling. In 1829, after a continuous occupation of twenty-nine years, John Odin was succeeded by T. W. Haskins & Co., and Dodge & Vinal, through short terms. In 1842 Otis Vinal became sole proprietor of the business, in which he was markedly successful, for eighteen years. Failing health obliged him to relinquish business cares, and in 1860 he disposed of the stock and good will at the old stand to Messrs. Burditt & Williams, whose fortune it had been to round out the century of the old store in the Hardware business. Their term of proprietorship far outruns that of any of their predecessors, so that they can now look back upon a business career there which extends over more than thirty-nine years. It is not to be supposed that an active house could exist and grow without extending the confines of its original premises. By several additions of neighboring stores the area used by them has been made to largely exceed that of the early years, and outside room is required. But the original spot, hallowed in the eyes of any Hardwareman who possesses sentiment, by so many years of activity and change, is still the central core of their business habitation.

From its earliest years, the house of Burditt & Williams has given its particular attention to the furnishing of fine Hardware for public and private buildings. It is scarcely more than thirty years ago that Boston, through several excellent private manufactories, was recognized as the headquarters of the country in the invention and manufacture of the best locks, knobs, sash fasts and other articles comprised in the detailed Hardware of buildings, the mechanism of which ministers to the convenience of the occupants. When the large Hardware manufacturers of the country turned their attention from the commoner productions, which only up to that time had been brought out in quantity, and to study the possibilities of the manufacture of the higher class of goods heretofore confined mostly to hand work, Messrs. Burditt & Williams, through their familiarity with the hand made goods, were able to give some of these manufacturers valuable assistance in the selection of what was most useful and desirable. Their skill and ingenuity were employed in producing goods of fine mechanism, to which was added the artistic outward appearance which so distinguishes the Hardware of the present day from that of earlier years. This improvement in Hardware has attracted the taste of buyers, and has added enormously to the demand for the better class of articles. It is in the meeting of this demand that Burditt & Williams have most notably developed their business, so that in their capacity as representatives of P. & F. Corbin, one of the largest manufactories in the world of this class of Hardware, they have become especially known throughout New England.

This is a country of frequent changes. The future of business locations can perhaps be less easily predicted in a city of the Uuited States than in any other country. But this record of continued, successful and increasing business activity in one location in one of its great and growing cities is sufficiently unusual to merit a passing chronicle.

The regular monthly meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on the evening of Wednesday, May 10th. The reception begins at 4:30 P.M. and dinner will be served at 5:15 P.M. The subject for the evening will be a continuation of that broached at the two preceding meetings, as to the ways and meaus of making it a stronger business organization. Reports from the various committees appointed to investigate the matter, and a statement of progress, will be submitted.

Business conditions for New England are continuing to show a most lively and satisfactory aspect. All lines are reported as brisk, and prices are still tending upward. A marked shortage in the supply of wire cloth and poultry netting is apparent. The stocks in hand are inadequate, and jobbers have been notified by the manufacturers that they must not rely on being able to obtain more than their orders already call for. One order which recently came to the writer's notice was from a manufacturer of wire screens, calling for a carload of wire cloth at any price.

Among the sporting goods trade a noticeable revival is marked in lawn tennis goods. This sport, which in the past two seasons has somewhat receded in popular favor owing to the introduction of golf, seems to be coming back to its former position. The bicycle trade is brisk, and owing to the reduced prices, many of last year's models are being replaced. There seems to be a wide diversity of opinion regarding the popularity of the chainless wheel. One prominent dealer expresses the opinion that ninety per cent. of the wheels being sold are of that variety, while another equally prominent dealer puts it quite the other way.

FRED A. CATON.

Boston, May, 1899.

The New York office of the Mallory, Wheeler Co., New Haven, Conn., has been removed from No. 18 Murray Street to No. 38 on the same street, which is near Church Street. It is under the direction of Lewis D. Boggs.

Digitized by Google

THE QUESTION OF "TRADE REFORM"—II.*

The manufacturer finds it hard to dispose of his large products, he has figured down and down, minimized costs, he has taken from labor the last possible farthing, he does not want his plant to remain in idleness and disuse, he has a most kindly feeling towards labor—labor created his wealth, labor encouraged by demand builded his great factories and he cannot turn it adrift upon the world empty handed and alone; he ponders, hesitates and makes another desperate effort. His surplus stock goes to Mr. Department, at a large sacrifice, often bare costs.

Again the mill grinds and labor finds employment at scarcely living wages, and prosperity's sun apparently shines for the manufacturer, but nay, his job lot sales have cut the gordian knot of your prosperity by building round about you a competitive dealing that reads ruin to him who follows it. Again comes hesitation, reflections, followed by combination of capital, organized trusts, every one a threatening monster. The raw product is controlled, labor is controlled, output controlled, prices controlled and again prosperity's sun apparently shines for the Trust.

But there is no warmth for you, gentlemen, no warmth for labor, no warmth for the man who stands as the guardian of the little stocks to be dissipated among the consumer.

CATALOGUERS AND DEPARTMENT HOUSES.

Gentlemen, much as I dislike to do so, I must charge upon the manufacturer and wholesaler the creation of the cataloguer and the department store, and I shall not say one word against either of the latter gentlemen as men, but it is of the systems in vogue in their business of which I shall speak. The cataloguer's offense lies chiefly in the deceptions used to place his wares before and into the hands of the consumer, in advertising as genuine articles that have no particle of genuineality about them, advertising low grades as high grades and in a general deception in trading, the department store "bearing" the labor market by the employment of women and child labor, and by the very system of their penurious wage scale often driving them to the committal of larceny and to a worse shame.

Looking ahead for a few generations under these conditions, under this ordeal, what will be the future wife and mother? These things cry to high heaven for a reformation. That the flower of the world, fair woman, because she needs must work, shall become polluted in these curse spots, God forbid. If the department stores are the causes for much of this, then, if for no other reasons, I say, away with them, it is better to serve humanity than mammon.

I have no objection to the employment of women. I have no objection to their becoming bread winners; no objection to their studying medicine, reading law, becoming practitioners or pettifoggers; but if you employ them to do man's work in store, office, counting-room or where you will, then give them man's wages, if they perform man's service. Do not make them bread winners upon a wage scale that forces them to prostitution and to shame. Ill does it become the Christian man that hires young women and girls for $2 to $5 per week, and sees his fellowman, strong, able, capable and willing to work, going about the streets in idleness, just because he can make money by doing so.

Man should be the bread winner of the world; God so intended it. How long would these department stores live and do business, if forced to hire labor from God's intended laborers, or pay an honest wage scale to women? Not long; and in their stead would come thousands and thousands of smaller stores officered and managed by men of lesser means, giving employment upon a better wage scale. You would see vacant stores peopled, rents advancing, dormant real estate improve, fewer bread winners idle upon the streets; general prosperity would seize hold of surrounding property and business.

But, gentlemen, you, the retail merchants of the country, do not have to deal directly with these influences; nevertheless they concern you and are fast creeping into your larger towns, and are making their presence felt in a thousand racket and cheap-John stores all over the land. You complain of the cataloguer, the picture book trader, the man who steals in upon your customer in the unseen hours, robs you of his patronage and returns but a fictitious value for the good dollars he absorbs. You have a right to concern yourselves, a right to complain. But who makes it possible, the existence of snch a class of business?

The manufacturer and wholesaler. No one else. The great concentration of wealth and business that is going on is pressing harder and harder upon the smaller concerns, forcing them from the legitimate to the illegitimate channels of business; besides the monster manufacturers and jobbers in their avaricious pace are seeking every nook and corner, unmindful of the great disasters it entails. They who should become the protectorate of the retailer are unconsciously pulling him down, farther down, because of the ruinous competition they are building up about him.

How many trusts have been organized within the last two years? How many millions of dollars, aye, billions, have been consolidated into combines and trusts within that time? Almost every day you read of some new combine, some new trust, some octopus, that is bearing down upon honest competitive merchandising and upon you.

ARTICLES NOT CONTROLLED BY TRUSTS.

The Chicago *Tribune* is authority for the following statement:

Just 11 common commodities not under the control of incorporated trusts or wide trade agreements will be left for the people to buy when the prune trust, the buggy-whip trust, and the trusts in derby hats, now being formed, are completed. Consequently people who are contemplating the start of a boycott of their own against the modern concentration of capital must make up their minds whether they can get along on these articles, which are the only ones of daily use whose sale is still unimpeded, and the prices of which are left to fix themselves according to the constantly fluctuating law of supply and demand. All the others but these are controlled by the trusts: Cut flowers, spectacles, millinery, coffee and tea, fruits (except prunes), vegetables, pies and cakes, eggs, butter and cheese, poultry and game, watches and jewelry.

For hundreds of years, since the advent of civilized man, there has always been a mediator, a distributor and exchanger, who parcelled out the larger stocks to the consumer as his wants required. Thus the retailer has ever stood at the gateway protecting the interchange of commodities, doing equal and exact justice to manufacturer, wholesaler and consumer. And he stands to-day where he has ever stood since civilized trading began, and where he must ever stand if our commercial being shall be preserved and made glorious.

* Conclusion of a paper prepared by C. W. Aldrich, commenced in our issue of April 25th.

Digitized by Google

How best to preserve and foster this most important factor, without which the wholesaler must perish and the manufacturer become crippled—this prime factor alone, the greatest element of strength to the commercial world, the man nearest to, the most important to the consumer—is a question for your organization to solve. Upon that solution and the result of your co-operative work depend the perpetuity of legitimate retail merchandising.

The consumer (the producer) became restless under the influences of market depressions; his acres did not broaden, neither did his yield increase, while a constantly lessening price played sad havoc with his earnings; hence he was constantly casting about for a better market for his purchases, and the ever-alluring and gilded advertisement, "Goods retailed at wholesale prices" caught his eye, and he flew from supposed ills to ills he knew naught of. He turned down his best friend, the retail merchant, and embraced Mr. Cataloguer, who would sell him a few staples (as a bait) at cost and take 100 per cent. profit on goods he knew little about.

Another thing brought upon the commercial industries of this country from which we all suffer, is what I am pleased to call the price *Dogma*. From the time you open your stores on Monday morning until you close them on Saturday night, from the rising of the sun on the first day of the year to its setting on the last day, it is a continuous round of price, price. Every customer who enters your stores for any article, great or small, sees nothing, talks nothing but price, price, and quotes the Wards, Fairs, Sears and even your near competitor, as price the only desideratum.

For the last 5 or 6 years you have encountered price 99 times where you have met value once. The manufacturer and the jobber in many cases have gone on the beaten and double beaten track of price, price. Some of the jobbers with stocks made up from offscourings of all creation and job lot town have come to you with a 10 stanza song of price, price. They have assured you there was no business, no prosperity, no salvation unless you got on the price band wagon, yielding to their driving. When you inspected their offerings, the critical eye detected also the Ward-Sear's picture trading goods and if you invested later learned you did not have the trade by the horns but stale chestnuts. Who is to blame for all this? Who is to blame for forcing the issue price upon you, which is not alone dissipating values but your prosperity and the commercial prosperity of this country like the dew before the sun.

Another evil you must contend with, comes from the fierce contest for business. The regular traveler or salesman comes to you with his offerings upon the ground of legitimacy, the specialty man and colporteur seek the trade upon the ground of availability and you find what you were once pleased to call your line of goods or stock in trade disseminated through all the business houses of your city, town, or village. The grocery man has a part, the dry goods man some portion, the druggist, tobacconist and every dealer catches on to a portion, much of it going as prize offerings to carry low grade baking powder at high grade prices and you yourselves have sometimes been induced to encroach upon lines outside Hardware.

To the retailer must come the duty of correction, because of his position in the trade, his close proximity to the consumer, his standing almost at the beginning and ending of commercial transactions. For hundreds of years the retail merchant has been the student of consumption's want; to know the requirements, to prepare to meet them, is and ever has been his mission in trade. More earnestly now than ever before in our country's history must he address himself to the work before him. He must become not only a student, but an artist in the work of rebuilding our commercial industries upon strong lines of perpetuity. His labor must be unselfish and single to the general good of all. His reward, the honest increment of legitimate merchandising. A thousand little vices and ills have crept into the retail business. To correct them requires application, and united co-operation of all.

State organizations, co-ordinate county organizations as aids to State organizations, should be instituted. Several states should constitute a district organization, and from these several organizations should come a National Organization that shall embrace every state in the Union. The evils easily discovered should receive prompt remedial measures which the best minds of your organizations shall suggest. Co-operation with manufacturers and wholesalers, and not antagonism will do much to perpetuate your associations and restore that ever desired reform in present methods of ruinous trade competition.

A few simple laws passed by the States or general government would do much to accomplish these desired results. A law to prevent and prohibit food adulterations; a law compelling the honest labelling and branding of goods. A like law regulating all forms of business advertising, compelling advertisers to live up to the letter and spirit of their advertisements. Each and all of these laws would be just, wronging neither manufacturer, wholesaler, retailer or consumer, and would do much towards a just correction of existing evils without injury to a single honest business competitor.

Another commendable measure is the cash plan for all business transactions. It will give you the benefits of the lowest markets in all your purchases, and in your sales enable you to meet any honest, legitimate competitor. It will strengthen your friendship with all your business associates, and instead of sending your rightful patron to Mr. Department or Mr. Cataloguer, it will bring him to you. Cold cash will do much towards working out a solution of the perplexing questions growing out of unwarranted competition.

The course of every country merchant should be to encourage healthful competition, to further and aid all plans for improving the home markets for our immense farm products. While studying your own interests, you should not for a moment forget the interests of your patron and be ever ready to conserve them. Make his coming a pleasant visit, and his going a cheerful reminder of it. Try to provide comforts for his wife and little ones when they visit town to trade, by adopting some plan of entertainment and shelter. Show him the difference in power of his spot cash and 6 or 12 months' credit. Your patron is not wholly an unreasonable man; he is not without power of conception and understanding, and will listen to your line of argument, and with factors clearly stated will in 90 out of 100 cases yield to your logic.

In all your home competition, in all competition with your neighboring towns and villages, let your every act be one of open-handed honesty. In your co-operative work agree upon a basis of action, a standard scale of fair competitive dealing among yourselves, and among your patrons live up to every line of agreement you enter into, no matter what the cost. Such a policy and such an action will win you more business, more contentment in the business, than any vacillating course you could possibly pursue.

While it is not my province to instruct my peers, in my opinion confining your purchases to a smaller number of reputable business houses will aid you in the good work you are undertaking, and put you in line of better commercial credits. It is not the largest or most pretentious house that you will do the better service. You are not alone in business for your health, but for the purpose of livelihood, the rearing and education of your families, and the accumulation of sufficient to carry you through that sear and yellow period, when man, after a busy life well spent,

Digitized by Google

should have a few years of leisure to enjoy the fruits thereof.

Time purchasings or long datings are not so conducive to the good of retail business as short time, or cash purchases. The house who shall receive your frequent requests for goods followed by prompt cash settlements will the more fully appreciate your business, and be at all times ready to grant you lowest prices. Cash brings you in touch with the best markets of the world.

One of your greatest efforts should be to secure home distribution of the consumer's cash. Every dollar so distributed to a greater or less extent benefits your town, village or city, and directly or indirectly every member of your community; benefits your schools, churches and surrounding farms. Make every effort to build up your home industries, by building up your own business as well as the business of those who contribute to your success.

Resting upon your shoulders to-day is every manufacturer and wholesaler of the country; without your support he totters, falls and perishes from the mercantile world. You are their conservators, and they might as well attempt to fly to the ends of the earth as to do business without your clientage. Their preservation, as well as your own business salvation, is in your keeping. They ought not to be the aggressors, neither should you be the avengers. You can go direct to the manufacturer, importer or producer; the wholesaler can go to no one but the retailer. The wholesaler can successfully look to no one but you, the retailer.

OLD GOODS SHOULD BE CLEANED OUT.

Gentlemen, I would like to urge the strongest efforts upon each member of the retailer family to a clearance, and a continued clearance of all obsolete goods which only encumber your stock and warerooms and to no purpose. A total abolition from your purchases of old pattern and out of date goods, no matter what the price, are means and measures most beneficial to your business.

I would urge you also to taboo every job lot offering, every closing out offering, for no matter how you may turn, no matter what concessions are granted, such purchases do not place you in the line as a competitor with Messrs. Department-Cataloguer who have purchased the fresh surplus stocks of the manufacturer at 10 and 5-10 and 10 and even 20 and 25 per cent. with freight and extra cash discounts concessions. Let the manufacturer turn his job lots into the remelt and let the jobber who sells you rich bargains under one label and your competitor the same goods as a richer bargain under another label, store his stocks for future expanding markets.

Turning to the traveling salesmen, I want to say to you, my fellows, we are as much interested in these questions as any member of the mercantile family. We, who gain our livelihood and support our families in the employment of others, in seeking out the markets for the world's product, and the distributing points for the manufacturer, importer and wholesaler's stocks are as much concerned as any one in the proper solutions of these questions and their proper adjustment. In the prosecution of our respective work we have but one master—our employer—to serve. His bidding is our duty and we must be loyal to the charge imposed.

While discharging the duties incumbent upon us by the sale of our labor, we have two separate and distinct interests to conserve, those of our employers and those of their patrons, both equally important. In trade we must become the journal looking forward to one interest and backward to the other, and as such we maintain the equilibrium, the balance. The best interests of the retail merchant are also the best interests of our respective houses, and when we foster and protect those interests, we are also serving our employers. Whatever there is of middle ground, we stand upon it, and it is the commanding position.

New Quarters of John Chatillon & Sons.

John Chatillon & Sons, Nos. 85 to 93 Cliff Street, and No. 12 Jacob Street, New York, have comfortably settled themselves in their new quarters on the old site, and are now occupying the practically new building, which has taken the place of the one from which they were burned out, in September last.

They have remodeled the building, making it thoroughly fireproof. The second floor, which is one hundred by one hundred feet in size, is entirely devoted to offices and sample rooms. A cut of the structure as it appears to-day is shown herewith.

This extensive and well-known business was established in 1835 by John Chatillon, father of the present owner, George H. Chatillon, who has, for the past twenty-five years, been the active manager of the concern.

Their spring scales and other kindred goods are manufactured in the building, all heavy work, castings, etc.,



being made in the country. In addition, they have a factory at Fulton, N. Y., where, under the brands of Foster Bros., they make a line of butchers' tools, such as knives, steels, cleavers, etc.; and also another factory at Phœnix, N. Y., for the manufacture of pocket cutlery. The high position which this old and yet vigorous concern occupies in the respect and confidence of the trade, has been won by years of enterprise and fair dealing, and by the production of a class of goods that were always first-class, and exactly just what they were represented to be.

Removal of C. E. Jennings & Co.

C. E. Jennings & Co., the well-known manufacturers of mechanics' tools and Hardware specialties, who have been so long located at No. 79 Reade Street and No. 97 Chambers Street, New York, have removed to No. 101 Reade Street, where they have largely increased accommodations for business, and where they will have the added advantage of being on the ground floor of the building. They will always have a fine display of their samples on hand, and the store has been especially fitted up for their use.

The New York office of the Payson Mfg. Co., which has recently been removed to No. 88 Chambers Street, is in charge of Frederick Pfeifer, as manager, who has for a number of years held that responsible position, being well known to the Hardware trade centering in New York and vicinity.

H. G. Welty, Penn Mutual building, Philadelphia, would like to communicate with manufacturing firms who do casting of small novelties in white metal. He has a large contract to let in this class of goods.

There is no pleasure or profit that is enjoyed but is earned by the sweat of the brow.—*Exchange.*

Digitized by Google

On Filing Rotating Work.

This is a branch of file work that requires nearly as much care to do well as when the piece is held in the vise, and the pointers given below will enable you to get the best results.

In the filing of rotating work, as between centres in a lathe, there is danger of too high a cutting velocity. This is especially true when the diameter of the work is large. The tooth of a file, like any other cutting tool, will give down if made to do its work too fast. As practically all filing of this class is upon work that has previously been

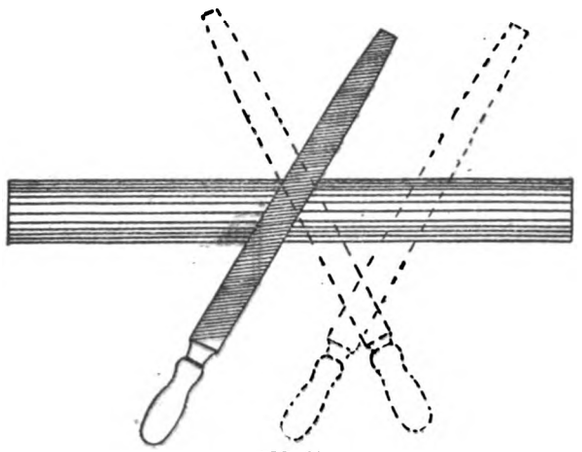


FIG. 24.

machined round and smooth, files coarser than the second cut are little used, the smoothing meeting most requirements.

This class of filing operation is for two general purposes first, to reduce by a small amount the diameter of the work, and second, to finish or prepare its surface for finish. When accurate cylindrical truth is required, it is very important that only a small amount of filing be done on the work, as it is impossible to file any considerable amount from its surface without throwing it out of round. The finishing cut in the machining should, therefore, be as smooth as possible, and very close to the exact finish diameter. The danger of filing work out of round increases as the speed of rotation decreases. That is, if the work is of small diameter and makes a number of revolutions per stroke of the file, the surface will be nearer round than when only a few turns are made per stroke. When the work diameter is large, making the rotation slow, it is practically impossible to file equal amounts from all parts of the surface, inasmuch as parts of the surface of the work are quite certain to come under the action of the file more frequently than others. It is best in filing this class of work to give the file a comparatively slow stroke, and as long a one as possible.

It must be remembered that, ordinarily, the motion of the file to the work in cross, or draw filing, is comparatively slow—say forty strokes per minute of perhaps eight inches each. As the file is cutting only about one-half of the time, the actual velocity of cut in such a case would be not far from fifty feet per minute. The intermittent motion of the cut prevents the teeth from becoming extremely hot.

In filing revolving work, the number of strokes per minute will not be so great, but the length of the stroke will be somewhat increased. This will give practically the same cutting speed, due to the motion of the file, as in cross filing. To this must be added the velocity of the work surface under the file, which will vary from fifty to 100 feet per minute. In cross filing stationary work, only short length of the file's surface is cutting throughout the stroke, which concentrates the work on relatively few teeth. In the filing of rotating work, however, nearly all of the file's length is brought into action at each stroke, which offsets largely the disastrous effect on the teeth, due to too high a cutting velocity.

The file must not be held stationary, allowing the work to revolve to it, as in that case a few teeth do all the cutting, and a grooved surface is quite certain to result. The file should be held as for cross filing, Fig. 21, and should, as it is moved forward over the surface of the work, be given a small amount of lateral motion. If a large amount of metal is to be removed the file should be pushed diagonally over the work, as shown in Fig. 24, the direction of the stroke being frequently changed, thus causing the file marks to cross each other, which, as previously explained, causes the file to cut more rapidly and produce a truer surface than when continually moved in one direction. When, however, a nice finish is required, the stroke should be at right angles to the axis of the work, as shown in Fig. 25, and should, as indicated by dotted lines, be kept parallel to this position, in its sweep from left to right.

In filing rotating work, as in the draw filing of cylindrical surfaces, the number of teeth in contact with the work surface at any instant is relatively small, consequently less pressure is required to make the file bite, other things being equal, than in the filing of plane surfaces. This feature also enables the use of files on rotating work, which, due to their concave surfaces, could not be used on plane work. This affords an excellent opportunity for using up those files, or parts of files, which, owing to their warped condition, are unfit for careful work on plane surfaces.

In filing the face of a rotating disk the same care in the selection of the file must be used as for work on a stationary plane surface, only the high spots being available for this purpose. This, unlike the work on the cylindrical surface, concentrates the work on a small portion of the file's surface, and consequently the velocity of the work should be lower. For this class of filing the file must be held firmly, to overcome its tendency to move in and out on a radial line.

In the filing of all rotating work, and especially work having projections or irregularities, care must be exercised to prevent the file from catching in the work. For this purpose a file without a handle should not be used, as in the case of its catching it is very apt to drive back, forcing the tang into the operator's hand or wrist. Frequently,

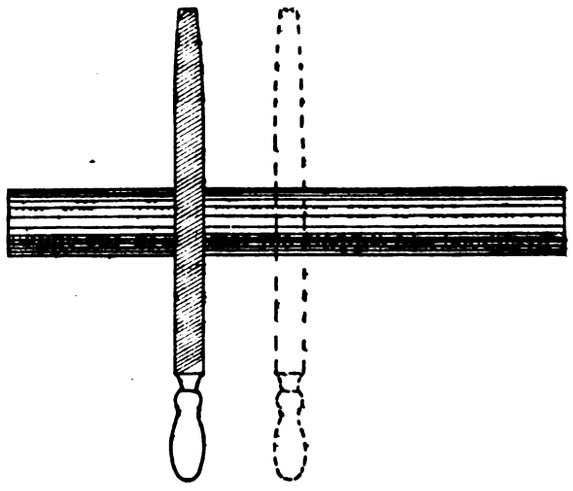


FIG. 25.

when the character of the work necessitates filing up close to the face plate, chuck, or driver, it will be found convenient to run the lathe backward, the operator standing at the back of the machine.

We print above the seventh of the series of "Practical Talks on File Work" which will be mailed free to any file user or dealer as soon as the series is complete, on application to the Arcade File Works, No. 97 Chambers Street, New York. Is your name on the list?

Digitized by Google

The Season for Shad.

Many and varied, indeed, are the excuses which the shrewd manufacturer furnishes, in explanation of that delayed shipment—some of them good, some a little weak, and most of them time-worn and eaten by the moths of the ages. Few makers of excuses, however, have the happiness to fall upon one so entirely unique and original, as that given below, which deserves mention all by itself.

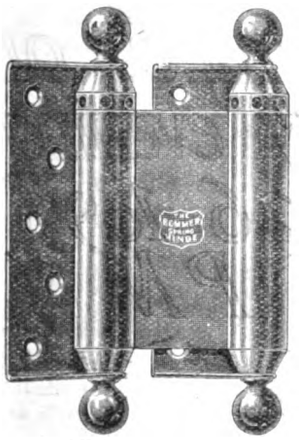
It comes, of course, from New England, that home of prolific ideas and ingenious contrivances. "We send you a few goods to-day," says this enterprising manufacturer, "and would send you more had it been possible, but we are having considerable trouble just now in getting help, and we are delayed all around. *As it is now the shad fishing season*, our men leave us for easier work, and as a result we are put to great delay in getting out our goods, while our ex-employees enjoy themselves fishing!"

Happy fishermen! Unfortunate manufacturer! Impatient merchant, waiting for his goods!

Down on the rippling waters, with the May sunshine over them, and the breezes from the Atlantic playing about them with welcome coolness; with the shining shad coming over the side of the boat in scriptural fullness; with the shop forgotten, and the hum of machinery only an echo in the memory; near to Nature and far from man—who would not be an *ex*-employee—a fisher of shad, a son of Nature, near to Nature's heart?

Often Unconsidered, But Important.

Space in factories is valuable. The time of employes is likewise valuable, and if a moment can be saved on things which are frequently done in the course of a day, the net result during a year amounts to quite a number of



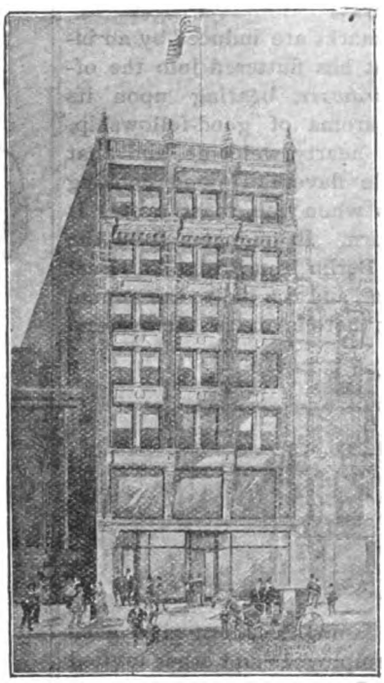
hours. For example, if there are a number of doors which swing only one way, time is wasted in stopping to pull the door open, leaving only one hand free for carrying anything; whereas, if double acting "Bommer" spring hinges were used, a mere push with the foot would suffice to open the door when coming or going in either direction, leaving both hands free for carrying, thus saving time of employes who have occasion to pass from one room to another.

"Bommer" hinges are made of steel, either japanned or plated; they are extremely durable, and reasonable in price. They avoid danger in case of panics, as the doors will open whichever way the crowd pushes against them. The World's Fair award of 1893 says they are "practically unbreakable," and these hinges received the Gold Medal Award at the Omaha Exposition in 1898. They can be obtained from all Hardware dealers, or from Bommer Bros., manufacturers, Nos. 257 to 271 Classon Avenue, Brooklyn, N. Y.

A waitress may not know how to deal a pack of cards, but she always raises the deuce when she drops a tray.—*Exchange.*

An Old Firm in New Headquarters.

The accompanying illustration shows the new office building, Nos. 240–242 West Twenty-third Street, New York, just completed by Cushman & Denison, the manufacturers of the "Perfect" Pocket Oiler and the "Gem" Paper Clip. With a growing business came increased demands for a more central location, larger space for storage, increased office facilities, etc., all of which can be fully met in the above building. Cushman & Denison are one of the oldest firms in the bicycle trade, having been estab-



lished in 1883. They have since then made a specialty of oil cans, with which they supply a large portion of the trade. This involves quite a line of oilers at different prices to meet the different grades of wheels, but even the lowest price oiler made bears the firm name and is of the very best material and workmanship. Cushman & Denison will not occupy the store and first floor of the building, as this portion of it has been arranged with a special view to exhibiting automobiles, motor carriages, etc., and for which negotiations are now in progress.

Southern Indiana Hardware Dealers.

A new organization, to be known as the Southern Indiana Hardware Dealers' Association, was organized in Princeton, Ind., on April 18th. W. H. Weed, of Vincennes, was chosen president, and W. W. Robb, of New Harmony, secretary and treasurer. Thirty-five retail dealers, representing the largest Hardware houses in Southern Indiana, were present. The association will meet semi-annually, and the next meeting will be held at Washington. A resolution was passed that the wholesale houses and jobbers be notified by the secretary that the members of the association will ignore them if they sell to junk shops.

The "Franklin-Adams" Co.

The Franklin-Adams Co., Cleveland, Ohio, whose letterhead announces them as jobbers and brokers of Hardware, is a new concern, the owners of which are said to be Louis Rosenzwig and his father, Isaac Rosenzwig. The selection of the name "Franklin-Adams" seems to be a compliment to a couple of the oldest and best known families of the United States, and appears patriotic in its intent, although possibly the least bit misleading, as to the owners and managers of the concern.

It is not our failures that ruin us, but our fear and tardiness in making new beginnings after failure.—*Exchange.*

Digitized by Google

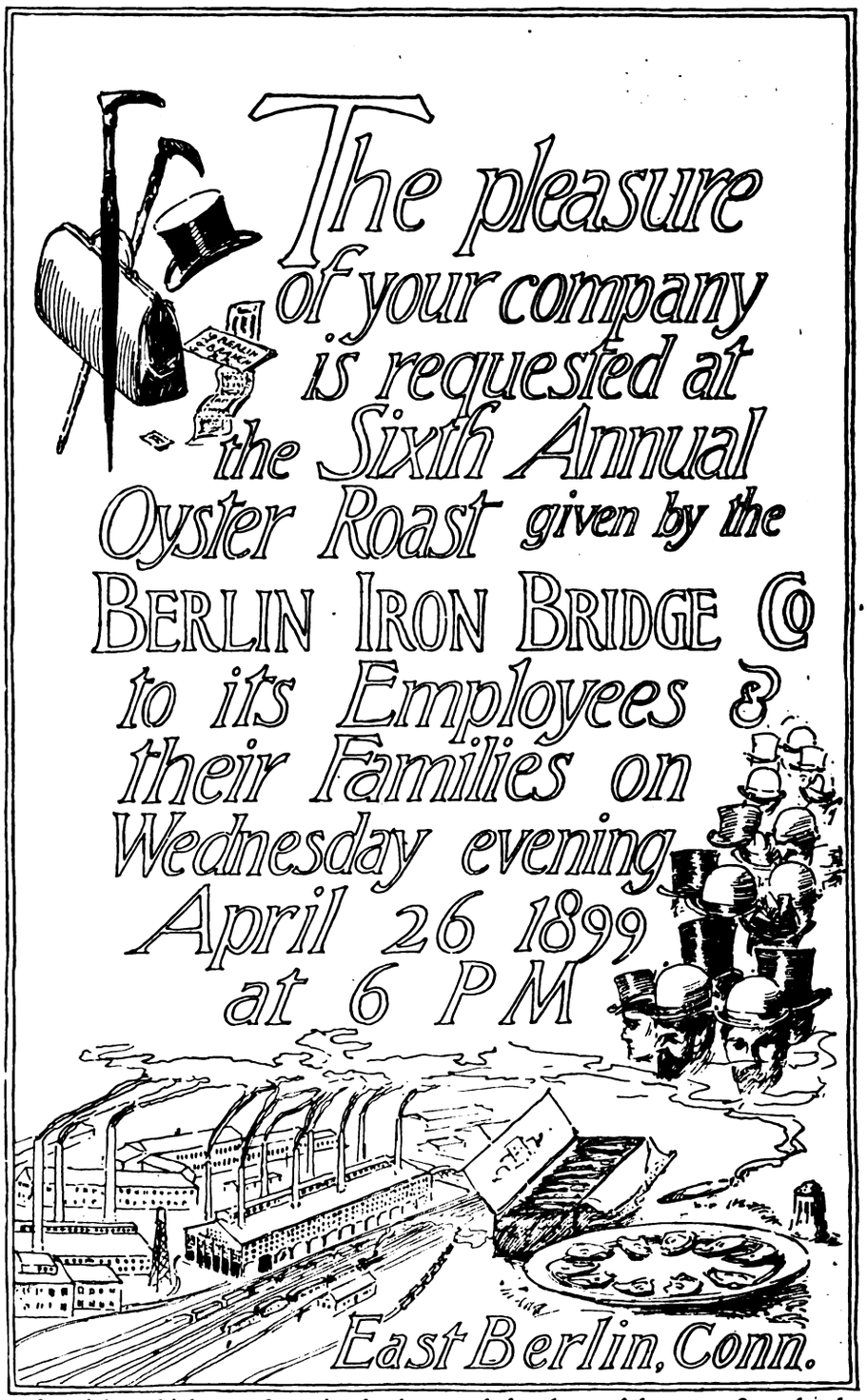
A Model Invitation.

An invitation to a festal occasion can carry a charm of its own, irrespective of the event itself, and subtly suggest hospitality, good feeding and a time of exceeding great joy. It can, on the other hand, suggest a *frappe* reception, and by its rigid frigidity, chill the marrow in the bones of the unfortunate upon whom it is dropped. Thus, when Smith said to Brown, "I suppose there is no use of asking you to stay to dinner?" Brown, of course, responded, "No, not in that way."

These remarks are induced by an invitation that has fluttered into the office of *Hardware*, bearing upon its wings the aroma of good-fellowship, hospitality, hearty welcome and that indescribable flavor of good cooking that comes when the roast oyster is done to a turn. It emanates from the office of the Berlin Iron Bridge Co., East Berlin, Conn., and is a bid to the annual oyster roast (here is one of the oysters)



which that famous concern gives each year to its employees and other invited guests. The invitation is so attractive and unique in its way, and suggests so much that is not expressed in words, that we have reproduced it here in fac simile, as a suggestion that even upon festive occasions, there is but one way to do a thing, and that is the right way. We regard the card as a model in its way, and as possessing a charm that is altogether its own.



A Book on Business Methods.

We have received from the David Williams Co., No. 232 William Street, New York, a new work, entitled "Hardware Store Business Methods," compiled and edited by R. R. Williams, Hardware editor of the *Iron Age*. It is a very compact and handy book of 200 pages, arranged with skill, and devoted to various topics which are certainly of interest to those who are desirous of conducting their Hardware stores in accordance with the requirements of modern methods. The book consists of a series of articles which have appeared from time to time in the *Iron Age*, prepared by practical and progressive Hardware merchants, whose contributions deserve to be thus preserved in convenient and permanent form. The editor says in a note of preface: "The thorough and practical treatment of the important subjects discussed, the embodiment in these articles of the experience of men of ability and enterprise, the suggestiveness of the principles and maxims thus presented, will, it is hoped, render the volume useful to many and tend to elevate still further the business methods of the Hardware trade." The price of this book is $1.

A short horse occasionally wins in the long run.—*Ex.*

The Southern Hardware Jobbers' Association.

The annual convention of the Southern Hardware Jobbers' Association will be held, as heretofore announced, at Atlantic City, N. J., on June 14th, 15th and 16th. The Association certainly have shown their desire to meet their friends of the North more than half way, as the selection of Old Point Comfort for the scene of last year's operations, and a point farther north for those of the year 1899, clearly indicates. The meeting on this occasion promises to be one of great use and of pleasure to the many guests who will be present, in addition to a large number of the members. The jobbers from all over the country, the manufacturers and their representatives, the editors of the trade journals, and all the ladies, especially, are invited to be present on this occasion. The forenoon session of the 16th will be an open meeting to which all are invited, and one of the features will be the presentation of several papers by the editors of the trade journals present. The headquarters of the Association will be in the Islesworth Hotel.

Digitized by Google

HARDWARE TOPICS BY THE WAY.

"This will be the summer of your content if you use a perfect lawn mower and sprinkler," says a Detroit merchant in his ad.

There is relief in the tin plate market. The canning factories were greatly inconvenienced by the famine. Some dealers kept records of the prices obtained in March, for the wonderment of their successors. In some cases, $10 per box was refused.

The Far Western trade is impatient over the delay in shipments of seasonable wire goods, and wild and wooly comments are no exception in the correspondence examined. Be quiet, gentlemen. Some of your patrons may have to continue antiquated and hard-times methods of fly-protection, fencing and poultry husbandry for a time. The goods will arrive later. Western dealers will meanwhile see the unwisdom of buying from hand to mouth, and doubting McKinley's promise of better times.

Wanted—An aeronaut to deliver heavy Hardware at Scio, Ohio. The streets of the town are liquid mud with Black Sea depths. Address the oil boom committee.

The Hardware dealers of an Oklahoma district had a banquet. The cosmopolitan feature was a nail swallowing contest. It is not known whether it was the variety the Texan calls "coffin nails," but law imposes no restriction upon the elasticity of your imagination.

The spring of 1899 has produced the greatest bicycle weather within cycle history. I mention this because weather is a known quantity in cycle trading. Prices? Well, some pay $75; more, $50; but the majority, less. Come with the cash, and they'll show you a sliding scale that would astonish a professional bargain scenter.

A Western wholesaler has added what he terms a bicycle exchange to his business. Here you may find wheels of all makes and vintages, in and out of repair. Take your choice, make a swap, pay the bonus, and the repairman-while you-wait will fix you up according to agreement. The dealer says it's a very complex business, one that requires the patience of Job and a subtle, guile-proof mind, and lightning mechanical genius, and several other qualities generally accredited to the Yankee race, but there's money in it—and that's what all our "new business" specialists are after.

Wire goods, in conformity with fire underwriters' regulations, is a new one. Great and crafty is the inexhaustible mercantile genius of the present generation!

Gradual is the advance, rapid the decline. If our merchants would only stick to this screed, kicking would be out of order. A demoralizing influence of five years' duration can not be regenerated by a revitalized trade energy yet in its inception. First land with both feet, then follow the direction of the leaders—for most of us are still followers—and you'll eventually share in the full scope of the advance of price, profit and trade. Good things are done up in small bundles. So is prosperity.

When the citizen is prosperous, he builds—may not be Marktwainish, but it's so. Much of the surplus activity now confronting the trade is due to builders. Everybody wants and demands modernization. Country towns are cityfying and cities are metropolitanizing. It's a poor American nowadays who does not crave for at least the common comforts of modern life.

Practical patent specialties do not beg for agencies these days. When the Hardwareman buys new things without requiring lists of attests, time to think it over, or optical proofs, he's on the road to recovery from his pessimistic lethargy. Sell him all you can, and humor him to buy more. When the merchant buys big, he generally pushes sales, for they all dread overcrowding and overstocks.

"The busy merchant has no time to borrow trouble and anticipate strange, occult things. The best way to get along with the trusts is to mind your own business. Trusts are the legitimate product of modern conditions. They will exist until they fall of their own nonentity, topheaviness or spoilation, or economical climaxes demand a change. Trust minds have other things to do than 'mixing up trouble' for the distributors of their product. You may be morally opposed to monopolies, but you cannot shape your own policy as long as you are commercially or financially vulnerable. It's better to fraternize with your oppressor than flee at his approach." This is the substance of an address made by the chairman of a Western Hardware club.

"New collections good; old ones as usual"; finished up the report of a salesman to his house. Did he speak a great ironical truth?

"Wanted—A compiler of a complex trade nomenclature. Only those conversant with Hardware cataloguing need apply." Well, some erudite catalogue man of a wholesale Hardware house may yet become a Daniel Webster.

The '99 *edition de luxe* of *Hardware* has created the usual furore. Now that its contents have been digested by thousands of readers, it occupies the place of handy reference book in many a desk, Even the typewriter girls enjoyed this holiday Hardware literature. This is merely a supposition. Maybe the portraital beauties of *Hardware's* staff and other Hardware personages engendered the feminine interest.

"It's always best under the old roof, but not when it leaks," is how a man out here solicits terne trade.

From a Kansas City ad.: "We have use for several Santiago sharpshooters who can discover the nigger in the woodpile who ordered a bill of goods of us, paid for it with a mystic U. S. voucher and had the goods delivered o. b. a mystic transport. We shall defray coroner's and undertaker's expenses, keep you in whiskey and tobacco for a week, and in ammunition for a year. The sheriff is bribed not to interfere."

A Chicago manufacturing agent—they are thick as flies there—advertised for hustlers who could place $500 worth of cutlery the first day. The buyer was to receive as a bonus a quit-claim deed to a city building lot. The hustlers did a land office business. Upon examining their deeds, however, the dupes found that the measurement was denoted by inches instead of feet. Imagine the tableau.

J. B. RINDFLEISCH.

Cleveland, Ohio, May, 1899.

Alder & Boyd, manufacturers' representatives, No. 37 Warren Street, New York, have been appointed exclusive sales representatives of the Knapp & Cowles Mfg. Co., Bridgeport, Conn., to the domestic and export trade. This company is a large manufacturer of screwdrivers, garden tools, mincing knives and other household articles.

The Millers Falls Co. have removed from No. 93 Reade Street, New York, where they have been located for so many years, to No. 28 Warren Street, where they will be found "at home" to their friends as heretofore.

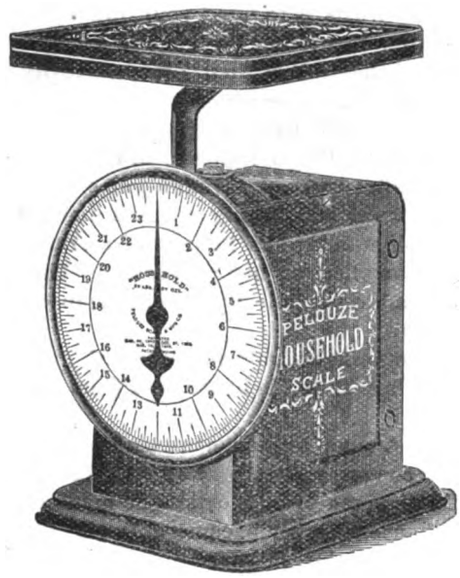
A kettle sings before it boils, and a boil sings before breaks.—*Exchange.*

Digitized by Google

NEW GOODS AND SPECIALTIES.

Pelouze "Household" Scale.

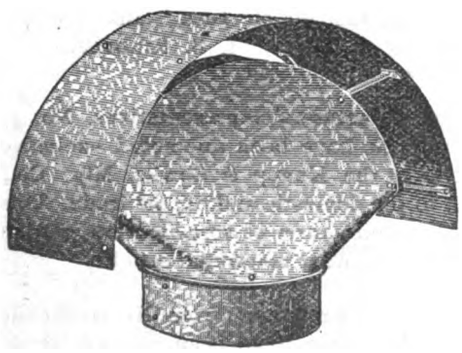
The "Household" Scale shown herewith is being manufactured and successfully placed upon the market by the Pelouze Scale & Mfg. Co., Chicago, Ill. Its capacity is



24 pounds; is beautifully made of cold rolled steel; handsomely japanned and striped with aluminum; has a large white enameled dial, which is very serviceable and distinct; the top plate is made of steel, beautifully enameled; is unbreakable, and can be instantly adjusted for pan or scoop. It is described further by the makers as occupying very little shelf room, light for shipping, and each scale is boxed separately and guaranteed. The dimensions are as follows: Extreme height, 9 inches; width, 5½ inches, depth, 6½ inches. Weight, boxed, only 4½ pounds. For further particulars address the Pelouze Scale & Mfg. Co., Chicago, Ill., who manufacture a complete line of counter, confectionery, postal, market, hanging and sporting scales, spring balances, ice scales, etc.

The "Perfection" Ventilator.

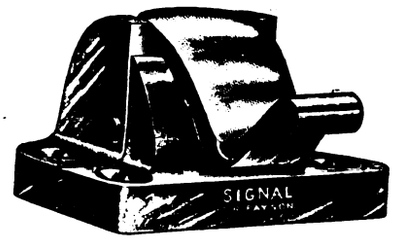
The "Perfection" Ventilator here shown is manufactured by Berger Bros. Co., Nos. 231-237 Arch Street, Philadelphia. It is described as radically different in construction from other ventilators, and attention is especially called by the manufacturers to the points that it combines simplicity with an ornamental appearance; is so constructed as not to be injured by the heat; will exhaust a very



large amount of air; is of special service as a car or ship ventilator; works equally well in a vertical or horizontal position; combines efficiency, strength and durability; has no place either inside or outside for soot or dirt to collect. The body is made of sheet iron, formed in such a way as to secure an inward and outward flare; the cap is fastened to the body with malleable iron stays, and the galvanizing is done after the ventilator is made excepting in the larger sizes, the parts for which are galvanized beforehand. No solder is used in the construction, therefore there is no danger of its collapsing under heat. The makers will be pleased to furnish other information on application.

Payson's "Signal" Sash Lock.

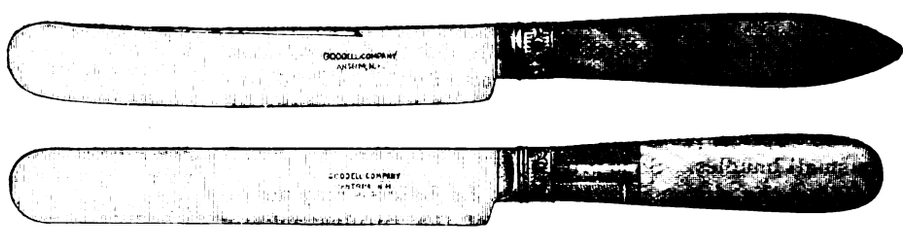
The Payson Mfg. Co., Chicago, Ill., and No. 88 Chambers S treet, New York, are introducing successfully through



out the trade their latest improved device in the line of sash locks. It is called the "Signal" Sash Lock, and possesses a number of qualifications which are justified by the original features of its construction. We present herewith an illustration, showing its unique appearance when adjusted to the sash. By its peculiar mechanism it draws both sash tightly together in a very simple manner, securely lifting the upper sash to its proper place. It has a wide front plate over which the locking arm is moved readily, and locked with certainty. The "Signal" device by which it obtains its name, is shown by the signal arm being uplifted and in plain sight when sash is unlocked. This arm cannot be pulled down and adjusted to place, without locking the sash in a manner which makes it perfectly burglar proof.

Goodell's "Four Hundred" Line.

The Goodell Co., Antrim, N. H., who are always figuring upon something for the bettering of their line of goods, have begun in their "Four Hundred" line a radical departure from anything offered in knives and forks. The illustrations which accompany this, show the completed article, and also how the blade is fastened into the handle with metal. They call attention to the fact that these handles are warranted not to crack or come loose, that the ferrule and bolster is one piece, nickel-plated; blade is fastened into the handle with metal, which completely fills the cavity, attaches itself to the tang of the knife, the in-



side of the bolster, and makes the blade, handle and bolster one solid piece, impervious to hot water, heat or cold. The forks are of the latest design, four-tined. They are first tinned, and then nickel-plated, guaranteeing, as they state, "almost everlasting wear, while in strength, durability and elegance they are suitable companions for the knives." They furnish this line in cocobolo and ebony handles, of a variety of shapes, with straight or cimeter blades. These goods are covered by patents. Further

Digitized by Google

particulars may be learned from an examination of their advertisement on page 38 of this issue, and all inquiries directed to the home office, or their New York office, No. 10 Warren Street, will receive immediate attention.

The Brainerd, Tanner Co.'s Specialties.

The Brainerd, Tanner Co., with New York offices and salesrooms at No. 90 Chambers Street, and factory at Nos.

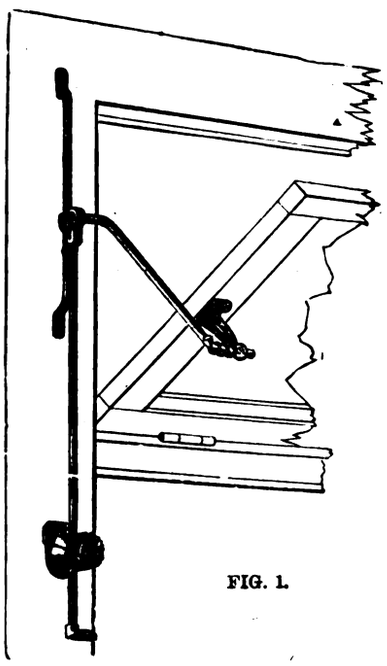


FIG. 1.

72 and 74 Church Street, Albany, N. Y., are successfully manufacturing, among their several specialties, the Dickson Transom Lifters and Openers, an illustration of which is presented herewith. The Dickson Transom Lifter is universal in its adaptability to meet all requirements, as in its form it swings out in sashes centrally pivoted, or hinged

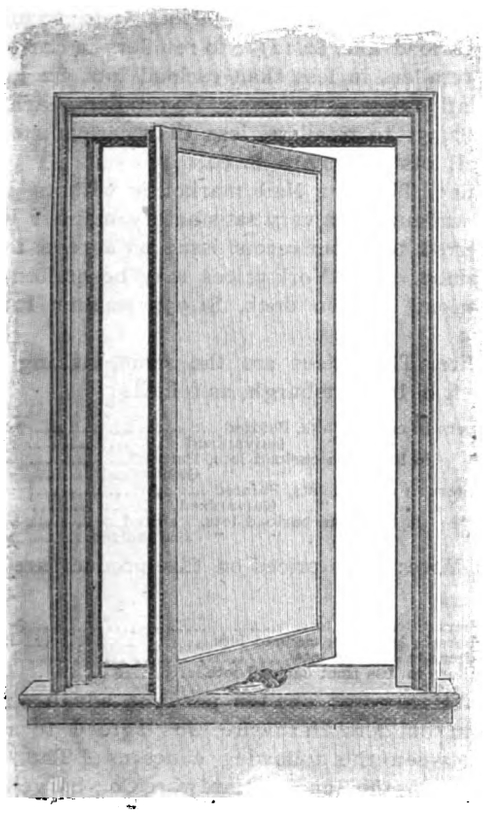


FIG. 2.

at either top or bottom, and in every case for right or left hand; see Fig. 1. No special bracket is ever needed, as this lifter operates transoms deep-recessed as well as if they were flush. It makes safe and easy the hanging of transoms for the best manner of ventilating, namely, hinged at top swinging out, or at bottom swinging in. For transoms hinged at bottom, torsion springs are provided applicable to all these lifters and of varied strength to suit weight of transoms. These springs act not simply as cushions to keep the glass from breaking, in case the sash accidentally falls, but as balances to prevent the sash from falling at all. The resistance becomes greater as the weight of the opening sash increases, so that a transom hinged at bottom is as safely operated as one hinged at top, and much more easily. In Fig. 2 is shown the B. T. G. Locking Pivot, a device which is meeting the approval of many architects and builders to whom it has been a solution of the problem what to do with a sash too heavy to be hung with weights. Heretofore when a sash was pivoted at top and

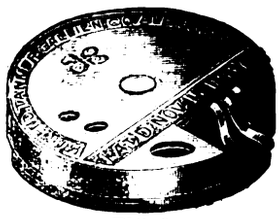


FIG. 3.

bottom, it was necessary to fasten a casement adjuster to the sill to hold the sash open or shut. The B.T.G. Locking Pivot dispenses with the adjuster, and while acting as a centre to carry the sash, also locks it securely in any position; see Fig. 3. Pivoted sash are most desirable where at times the greatest amount of ventilation is needed, since by swinging the sash around half way the entire space is left open, while in an ordinary window hung with cords and weights, not more than half the opening is ever available. Information regarding their full line of specialties will be furnished upon application to New York office.

Texas Hardware Jobbers.

A meeting of the Texas Hardware Jobbers' Association was held in Sherman, Texas, on April 25th and 26th. The following officers were elected for the coming year:

F. A. Heitmann, Houston, president.
J. C. Bering, Houston, first vice president.
Walter Tips, Austin, second vice president.
Robert Eikel, Waco, secretary-treasurer.

Executive committee; James Moroney, Dallas; R. E. Bell, Weatherford; A. P. Duncan, Waco; W. L. Sanford, Sherman.

An ad. in a trade journal, says the *Shoe Trade Journal*, will do what traveling men as a rule do not do. It will go to towns off from the railroad, where there are no hotels. It will work nights, Sundays and holidays, in wet weather or dry, hot weather or cool. It will talk to a merchant before some of the boys are out of bed in the morning and after they have gone to bed at night. It's one of the few things that has not as yet struck for eight hours.

V. P. Humason, No. 80 Chambers Street, New York, has been appointed an agent for the International Silver Co. He will handle principally the Wm. Rogers Mfg. Co.'s line as heretofore, but is in a position to fill orders for the other brands as well, at the lowest factory prices.

It is reported from St. Paul that the Hardwaremen of Minnesota are about to form a new mutual insurance company, under a law recently passed. There are 400 retailers in the State, and from these the necessary 200 will be easily secured.

About thirteen years ago the first tank steamer was built, and there are now one hundred and eighty tank vessels in existence, nearly all of them being steamers. Their tonnage is 401,024.—*Scientific American.*

Digitized by Google

Hardware Association of the City of New York.

There has been talk for some time among the jobbers of New York city, in regard to the formation of an association for mutual benefit and better personal acquaintance, and the same has now eventuated in the formation of the Hardware Association of the City of New York, which came into being at a meeting held in the rooms of the Hardware Club on the evening of Wednesday, May 3rd, with Alfred D. Clinch in the chair.

The jobbers of the city who were present, were unanimous in the decision to form an association similar to those that have done so much good work in other cities, and the matter was so far advanced that officers were elected, and a constitution adopted at this gathering.

The houses that were represented at this meeting were the Russell & Erwin Mfg. Co., Sargent & Co., the Sickels & Nutting Co., Underhill, Clinch & Co., White, Van Glahn & Co., Smith, Lyon & Field, the C. A. Baynon Co. and Robert J. Masbach. These concerns may be regarded as forming the constituent membership list.

The following officers were elected for the coming year:

President, A. D. Clinch, Underhill, Clinch & Co.

Treasurer, E. C. Van Glahn, White, Van Glahn & Co.

Secretary, B. A. Hawley, Russell & Erwin Mfg. Co.

The executive committee consists of the above officers, with the addition of Robert Sickels, of the Sickels & Nutting Co., and Thomas J. Atkins, of Sargent & Co.

The constitution provides that the affairs of the association shall be managed by a president, treasurer, and secretary, and an executive committee of five members, which shall include these officers. The annual meeting shall be held on the second Tuesday of May, at which the executive committee for the ensuing year shall be elected by ballot.

It is further provided that wholesale Hardware jobbing firms or corporations having an office in the city of New York, may be elected to Active Membership, and it is further provided that other classes of membership shall be admitted, as follows:

Hardware manufacturing firms or corporations having an office in the city of New York may be elected Associate Members.

Hardware commission firms or corporations having an office in the city of New York may be elected Auxiliary Members.

Wholesale firms or corporations, dealers in allied goods, having an office in the city of New York may be elected Allied Members.

Only active members shall be entitled to vote at meetings of the association, or to hold office.

It is further provided that standing committees shall be appointed, composed of three members each, and each one of which shall be devoted to looking after the interests of certain lines of goods. Thus, there will be a committee on shovels, one on agricultural tools, etc., etc.

This new association commences under the most favorable auspices, and the character of the gentlemen having it in charge officially, and of the houses which have become members thereof, is an absolute guarantee that its affairs will be conducted upon a high basis, and that the good of the trade in general will be looked after, rather than the personal interests of the individual members. The provision in regard to the admission of concerns in the various grades of membership seems to be one of wisdom, as the association will thus be able to compass the chief object had in view, which is the bringing of the members of the trade into closer personal and business relations, the removal of causes for friction, better acquaintance among the firms and men whose interests might at a glance seem to be diverse, but are really identical, and the uplifting in a general way of the tone of the Hardware trade.

HARDWARE costs only One Dollar a year.

Review of the Markets.

The market has steadied down somewhat during the past ten days, and the chief occupation of the manufacturer and jobber relates rather to the marketing of goods than to the marking up of prices. The most notable change is that made by the leading manufacturers of builders' Hardware, who have made an advance of ten per cent., as related in full on page 21 of this issue. The reasons for this advance seem good, and it has been practically endorsed by the other manufacturers in these lines, who find that the cost of material has so advanced, as to render this step necessary.

An important feature of the market is that uncertainty caused by the immense combinations in manufacturing interests, going on in all directions. This is, in fact, a revolution in methods, and the results are problematic and uncertain. There are many who view this wild rush with unmixed alarm, and dread the evils that will follow the reaction. It is a very grave question whether the riches that have come in years past from a great combination in the oil business, can be made certain in a thousand lines that run from yeast cakes to trip hammers. The craze, if such it be, must run its course. A few will probably reach great riches, but how about the thousands who are risking all that they have in this world, upon this venture?

The business of the country in Hardware lines seems to be good. The retailers are well stocked, ready for a rush of customers; the jobbers find trouble at times and places in getting their orders filled; the manufacturers have all they can attend to. Cautious buyers, however, are not loading up beyond their needs, preferring to wait until present stocks are a little lower in their lofts, before taking on more at present prices.

Things are, on the whole, in fair shape, and all the indications point to a good season of business in all directions.

Wire Nails: No change in these goods has been made since our last report, so that present quotations are as follows: f. o. b., Pittsburgh; to jobbers in carload lots, $2.10; to jobbers in less than carload lots, $2.12½; to retailers in carload lots, $2.20; to retailers in less than carload lots, $2.30. New York quotations are as follows: To retailers, carload lots on dock, $2.35; to retailers, less than carloads on dock, $2 50; small lots from store, $2.60.

Cut Nails: The Cut Nail market is without change; business continues in a very satisfactory manner and the prices referred to in our recent issue as agreed upon are fully sustained. New York prices may be quoted as follows: Carload lots on dock, $1.95; smaller lots from store, $2.10

Barb Wire: The prices are the same, making current quotations f. o. b., Pittsburgh, as follows:

To jobbers in carload lots, Painted	$2.20
" " Galvanized	2.70
" in less than carload lots, Painted	2.22½
" " " " Galvanized	2.72½
To retailers in carload lots, Painted	2 30
" " " Galvanized	2.80
" in less than carload lots, Painted	2 40
" " " " " Galvanized	2.90

Smooth Wire: The prices on this product are as follows:

To jobbers in carload lots	$1 95
To jobbers in less than carload lots	1.97½
To retailers in carload lots	2 05
To retailers in less than carload lots	2.15

Builders' Hardware: The ten per cent. advance referred to above in builders' Hardware, was agreed to at a conference between the following concerns: The Yale & Towne Mfg. Co., the Reading Hardware Co., Sargent & Co., the Russell & Erwin Mfg. Co. and P. & F. Corbin. The other manufacturers in these lines have almost without exception adopted this advance. In the advance on this line, Sargent & Co. make exception to the following articles: wire goods, wrought goods, Eclipse door springs and checks, squares and spring balances, and cow bells. The Yale & Towne Mfg. Co. make exception on door checks, cabinet

Digitized by Google

and trunk locks, "Yale" night latches and padlocks. The Russell & Erwin Mfg. Co. state that their advance covers their lines with the exception of door checks, steel squares, padlocks, car trimmings, meat cutters, steel shelf brackets, stove and tire bolts and nuts, and wood machine screws. P. & F. Corbin except door checks and wood and machine screws.

Wire Cloth: The following announcement comes from an authoritative source in New England, under date of April 27th: "The manufacturers of poultry netting, having made a sharp advance in price, the New England jobbers have adopted a discount of 80&10% for factory shipments. Price of wire cloth has also advanced to $1.50 per hundred square feet."

Leather Belting: The Leather Belting Mfrs.' Association held a special meeting some days since at the Astor House, New York, to consider a proposed raise in the price of their product. Thirty-four firms were represented. It was decided, in view of the high prices for hides and leather and the general advance in the cost of all materials entering into the manufacture of leather belting, that prices be raised by lowering discounts from the association list, and that such advances be not less than 15 per cent. over prices ruling on March 1, 1899.

Binder Twine: The market for binder twine remains substantially the same as last reported, and we quote as representing current quotations the following:

White Sisal, 500 feet to pound	9½ cents
Standard, 500 feet to pound	9½ "
Manila, 600 feet to pound	10¼ "
Pure Manila, 650 feet to pound	11 "

Prices are for carload lots, f. o. b. Eastern factories. An advance of ¼ cent per pound is charged in less than carload lots.

Cordage: The market on Manilla and Sisal Rope is without active interest, the business being nominal and prices the same as previously given. We quote as follows:

Manila, 7-16 inch and larger	per pound,	9¼ cents
" ⅜ inch.	"	10¼ "
" ¼ and 5-16 inch	"	10¼ "
Sisal, 7-16 inch and larger	"	8¼ "
" ⅜ inch	"	9¼ "
" ¼ and 5-16 inch	"	9¼ "
" Lath Yarn	"	8¼ "

Prices are for carload lots, f. o. b. Eastern factories. For less than carload lots the customary advance of ¼ cent is charged.

Common Carriage Bolts: The prices on carriage bolts, bolt ends, machine bolts, etc., are firm, and the manufacturers are kept busy. Some disturbance in the market is caused by the fact that dealers who had purchased largely at lower prices are clearing out their stocks, at prices sometimes below those offered by the manufacturers.

Blacksmiths' Vises: The advance on these goods, which occurred a couple weeks ago, is being maintained by the manufacturers, although prices of a lower character are sometimes quoted by the jobbers who have large stocks on hand.

Sheet Copper: At a meeting of the manufacturers, held some days since, the price of sheet copper was advanced to 22½ cents base, instead of 21½ cents which prevailed heretofore.

Cattle Leaders, etc.: Somewhat higher prices are announced on these goods, that on copper bull rings being especially marked.

Wrought Brass Butts: Manufacturers of these goods have made an advance of about ten per cent. since our last quotation.

Door hangers and track: Under date of April 20th, the Chisholm & Moore Mfg. Co., Cleveland, Ohio, make the following announcement: "Owing to the constantly increasing cost of material we are obliged to withdraw all quotations on door hangers and track."

Sash Locks: The following revised prices for Payson's Signal sash locks noted elsewhere in this issue, went into effect April 10th. Discount, 70 per cent:

LIST PRICE, WITH SCREWS.

570	Iron, Plain,	Copal Bronzed	per doz.	$ 1.50
571	"	Bronze Plate	"	4.00
572	"	Brass Plate	"	4.00
573	"	Antique Copper (shaded)	"	4.00
574	"	Antique Brass (shaded)	"	4 00
575	"	Bower Barff	"	4.50
578	Solid Bronze	Plain Polished	"	8 50
579	"	Antique Copper, Polished (shaded)	"	9.50
581	"	Oxidized Silver, Polished	"	15 00
582	"	Nickel Plated	"	10.00
583	"	Antique Copper, Unpolished (shaded)	"	6.50
584	"	Plain, Unpolished	"	6.00
585	Iron, Plain,	Copal Bronzed with Bronze Arm	"	3.50
586	"	Copal Bronzed with Bronze Arm, Unpolished	"	3 00
587	"	Copal Bronzed with Bronze Plated Arm	"	2 50
590	Brass, Plain	Polished	"	8.50
591	"	" Antique (shaded)	"	9.50
595	Iron, Plain,	Unpolished Antique Copper	"	2 75
596	"	" " Brass	"	2.75



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC IN COLORS

It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

THE OMAHA TRADE.

A very satisfactory volume of trade has been passing through for the past week or ten days, and the last part of April was materially in advance of the first half, and May bids fair to continue the business in large volume. Some little difficulty is experienced in the matter of prompt delivery on steel goods, wire cloth, screen doors, and other season goods, but manufacturers and jobbers are doing the very best they can, and retailers appreciate the situation, and are somewhat more patient than usual over the annoying delays. Collections might be better, and we have seen them worse. Prices are well maintained, and nothing at present seems likely to interrupt an even and satisfactory flow of business. RECTOR & WILHELMY CO.

THE COLUMBUS TRADE.

Trade is still at high water mark, and jobbers are experiencing great difficulty in getting goods fast enough. In fact on several lines it is possible to get goods only by the wheel barrow load, instead of car loads. We have a vague suspicion that some manufacturers were caught napping and did not buy raw material in sufficient quantities to cover their needs, and now the price is so much higher they hope to delay filling orders long enough to have them cancelled, a thing not likely to happen when they were placed before any advance took place. We may be wrong in judging manufacturers thus, but in some instances it looks that way. We think if jobbers who are suffering for screen wire cloth, steel goods, poultry netting, etc., could have a peep at manufacturers' books they would find a great many orders filled that were received a long while after some unfilled ones, and the manufacturer is reaping the benefit of the advance and allowing jobbers who have old orders to suffer. The season is well along for several articles and we know of many jobbers who have many unfilled orders on their books yet, and their customers are making life a burden for them. We do not blame them, as they gave orders with the expectation of getting the goods in time for their needs. Lawn mowers and screen doors are not used in Ohio in December and

Digitized by Google

January. There is no indication of any weakening in prices, but a number of articles have advanced during the past two weeks. When a manufacturer advances everything in their catalogue 10 per cent. from page 1 to 817, and there are only 1089 pages in the catalogue, it is a pretty clean sweep, and this is the second time they have done it. Some goods seem very high at present, but if any one will take the trouble to go back to '95 and '96 they will find that most goods are still considerably lower than then.

SMITH BROS. HARDWARE CO.

THE CLEVELAND TRADE.

Criticism may be a benefit, but namby-pamby fool reformers in times of war should be quarantined against.

Of all the critics of the administration, not one prominent man has dared to risk his reputation by suggesting what should be done; neither politicians who are searching for a policy, nor college professors have proposed a different policy while denouncing the President and the army.

International obligations leave no option with the executive, but to attempt to restore order in newly acquired territories to save us from both dishonor and disgrace, and from being the laughing stock of the world. What do the critics want? Let them tell, and give the people a chance to decide. The place in history is safe for both the President and the army officers who have aided in securing new territory, while those who are trying to prevent the country from doing its duty, will be classed as enemies of the republic. England's policy in India was severely criticised, but its results were among the greatest achievements of the world's history. It is safe to rely upon the patriotism and common sense of our people, and they are sure to make short and sharp disposition of those who have no mission but to find fault.

The administration will welcome suggestions, but will not be dismayed by denunciation.

Trade in all lines is good. Many goods are being sold for less than the cost of manufacturing will be when new material must be used. Many of the manufacturers have hesitated about making advances as long as they were using low-priced material, but they will be compelled to do so before the first half of the year closes. Prophecies of a decline are less frequent, and a feeling that an era of high prices has come to stay is common. The consuming capacity of this country is enormous, now that the people have money to purchase with.

The influence of high or low wages on the condition of business is an important economic question, which is worthy of careful consideration.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE KANSAS CITY TRADE.

Writing under pressure, at a cannon ball speed, we will heartily and sincerely at this late date, congratulate you upon the annual.

Perhaps the writer is the only man who will say that he read it entirely through, but he did. In press work, composition, arrangement, completeness, value, it is a thing of beauty, and will not be excelled by any or all of your more or less esteemed competitors.

Shake!

Now to business. Good weather, good business, good prices, good luck—four necessaries to success. We are just in receipt of one carload of wire cloth, one carload of screen doors. We mention this particularly so that some of our friends up the river or elsewhere may take courage and hope to get one car of each, like we did, where we have about ten due us.

That is where our "good luck" comes in. Nothing like it. Our postage bill is enormous, and our stenographic department is demoralized, but now we are hopeful that the country customer will let up for three weeks anyway.

Prices remain steady, and April was a distinctly good month and in excess of last year in volume of orders, and of course profits. More good luck. Our business is growing. The cashier reports "collections only tolerable."

We have no failures, scarcely, out West any more.

Assuring you that we are too busy just now to say more, we will say less than we usually do.

Possibly we say too much sometimes.

GILLE HARDWARE & IRON CO.

THE INDIANAPOLIS TRADE.

We are very busy in our endeavor to ship all orders promptly. In seasonable goods, we are having less difficulty in filling orders than a month or more ago.

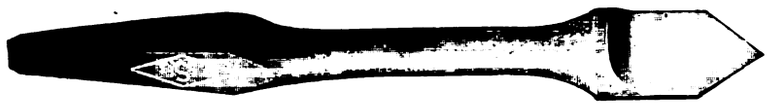
It is evident to us, and probably to other jobbers and many retailers, that some salesmen spend time trying to find out what their competitor is getting for certain goods, which could be better used in keeping posted as to what the goods are actually worth at present, and what they will sell for. Many buyers, and probably the majority of them, take pleasure in criticising the jobber's salesman when his price is five or ten cents a dozen more than that of his competitor, but say nothing complimentary to him when the comparison is this amount in his favor. They always reserve their remarks upon these items for the other salesman when he comes around. The average buyer appreciates the "snap" when he can catch a salesman napping, and is able to purchase at old prices any commodity upon which there has been a sharp advance. The oftener the buyer is able to secure these great bargains, the greater he is impressed with the fact, and when buying goods of the same salesman on a declining market, he is very careful to be fully posted as to the market price. If a salesman is slow in advancing his price, it is almost certain that he will not be likely to give his customers the

AT THE TRAPS
OR IN THE FIELD

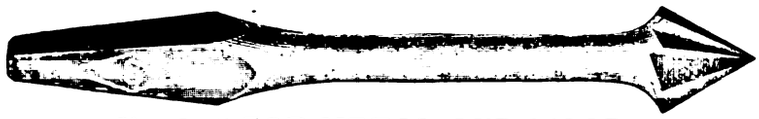
Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

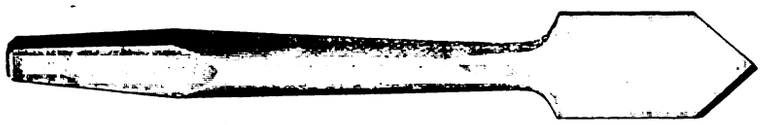
Digitized by Google



No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

benefit of the decline, as promptly as the salesman who advances with the market, and endeavors at all times to sell his whole line at a reasonable margin.

VAN CAMP HARDWARE & IRON CO.

THE DAVENPORT TRADE.

With every fruit tree and flowering shrub a fragrant bouquet; every shade and forest tree arrayed in new and most delicately tinted foliage; every meadow, lawn and pasture freshly carpeted with soft green velvet and ornamented with exquisite flowers of every hue, exhaling fragrance with each warm and gentle zephyr; with birds filling the air with melodious notes of joyous music; all nature resplendent in new and gorgeous coverings; balmy and health giving air, the country almost within sight, inviting and alluring one away to its enchanting scenes and quiet rest, it requires effort and much personal sacrifice to remain in the murky atmosphere of a busy office to report the conditions of trade and the prospects of money getting.

But we must have barb wire to protect the growing crops, hoes to tickle the soil, that it may laugh with bountiful harvest, lawn mowers, rakes, garden hose and sprinklers to preserve the beauty of our lawns; forks for handling fertilizing dressings; poultry netting for separating different families of fowls during the breeding season, protect them from intrusion of natural enemies, and to remove temptation to do mischief on their part; window screens, as a reminder to the festive fly and musical mosquito that their company is not desired within; nails, to rebuild new and repair old; sheep shears, to remove the white fleecy winter overcoats of the sheep, and fishing tackle to amuse the finny tribe during the approaching vacation season. Hence Hardware stores must be kept in operation, and to do this intelligently and successfully we must learn from those engaged in this line how to improve our own methods, and they in turn have a right to know something of our experiences. It is true

"That some act upon this prudent plan;
Say little, but hear all they can;
Safe policy—but hateful.
So barren lands receive the shower,
But render neither fruit nor flower;
Unpleasant and ungrateful."

So we report the condition of trade here, without any exciting element. The aggregate amount of sales for April, about the same as last year. People are becoming accustomed to the new and higher prices. We miss the visits of many traveling salesmen, who have for many years called on us in the interest of manufacturers who have pooled their earnings and consolidated their plants, enabling them to dispense with the services of these men, whose presence so often delighted us.

The congestion of the market is practically relieved, and there is little difficulty experienced in getting goods rapidly enough to supply the wants of the trade. Some extensions of time for payments are being asked, for the reason of overbuying during the rapidly advancing markets, but on the whole collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE BALTIMORE TRADE.

Trade has moderated to an easy flow which at this season runs smoothly with large orders conspicuously absent; light summer goods, building Hardware and poultry netting being principally in demand.

The retailers are well stocked, and another rush is not anticipated earlier than August.

Collections in many sections are slow.

We are pleased with the volume of business dispatched in the past four months, and believe the gross profits have aggregated more than has been our good fortune to make in the same month for many years past. If advances continue throughout the year as they have started, demand will lessen to absolute necessities and goods will be mainly purchased to fill orders in hand, and but few bought for anticipated sales. The stability of the market is questionable, and in a country so prolific in resources exorbitant prices can not be maintained for any great length of time. Capital of large and almost unlimited proportions attempting to control an industry will perhaps at first meet with feeble resistance but were greed is pronounced in its operations, the rights of the laboring class in jeopardy and many manufacturers and the jobbing trade in general dependent either directly or indirectly upon the one source of supply, something of an unexpected nature will happen.

The American Axe & Tool Co. advise us they can not promise deliveries before October, poultry netting orders placed six weeks since have not been filled and other items can be mentioned that are receiving similar attention.

Such conditions are anything but gratifying to the jobber who whilst inhaling the sweet perfume of the summer rose can but feel that he is in a hot bed of perplexities.

In attempting to solve the many problems that are daily occurring one is at his wits' end; prices quoted yesterday may not be open to-day, time of delivery at once or very limited and future dating exceedingly rare.

We note the steady upward move in values—a ten per cent., then another and so on, and if you hold off until the fifty per cent. mark is reached, and then have to purchase, you want to kick yourself for not doing so earlier. A man can be too conservative at times thereby missing opportunities to increase his wealth, but to avail yourself of every

Digitized by Google

The Walda Sectional Window Weight

is sold only through the Hardware Trade. All inquiries referred to the local dealer. . . .

Square and Round Weights. Hang exactly from the centre. Only 10-inch pockets required. Lock at right angles. Take place of lead weights at one-sixth the cost. Save time and delay by balancing exactly at once.



Weights crated with 100 lbs. in Box; both plainly marked.

The Hardware Dealer requires only five sizes to fill any order. . . .

SEND FOR CIRCULAR.

Barney & Reed Mfg. Co., 85 WATER ST., BOSTON, MASS.

good thing presented to you requires a surplus capital which few possess.

The future seems veiled in uncertainty respecting the prices of Hardware, all previous records of trusts and consolidations are broken and eclipsed by the giants of recent birth. H. W. Webb & Sons.

THE BIRMINGHAM TRADE.

Business continues active, each month's sales running ahead of corresponding month of last year or any previous year, and every indication points to 1899 as a record maker with which subsequent years will be compared. We notice that the end of industrial combinations has not been reached yet, and as speculation has taken a new turn, we have nothing in the past to guide us to any safe conclusions as to what the result will be, but we feel safe in saying that some revolutions will be worked. Some classes may be hurt and some may find profit. In the meantime, we will not condemn too severely, for if the change is for the better, we will expect to see it durable, but if for the worse, we will hope that it will not last long. We will strive to adapt ourselves to the new conditions.

We are glad to report that our architects are all busy which means that carpenters, brick masons, stone masons and the supply dealer are all at work and the sundry pay rolls keep money circulating and our people are contented and pleased with the situation.

Pig iron and bar iron have been advanced again and we feel that the end of advances in this line has not been reached, and the dealer is safe in keeping up stock. The wages of the miners, which are based on the price of pig iron have also been advanced again and they are now getting the highest wages they have had in a series of years.

Contrary to the doctrine of the 16 to 1 philosopher, we now have high prices of goods and high wages on the gold basis, with plenty of money and at a low rate of interest. The strong export movement of merchandise has taken the surplus out of the way and given the sellers charge of the market, and hence the prosperity. We should learn a lesson and hold on to the export trade. The high prices will revive many idle plants, and increase the products of those already active, and unless we continue to export, there will come a period when we will have more than we need, and result in lower prices and lower wages, and the consequent shutting down of the less profitable plants. May this not come too soon. We are glad to see the bank clearings show a good increase, also that the railroads are making good reports. This is an index that others are active as well. Moore & Handley Hardware Co.

Rodgers & Sons' New Premises.

Some time ago, it was stated in the *Hardwareman*, that Messrs. Joseph Rodgers & Sons, Lim., the well-known cutlery manufacturers, of Norfolk Street, Sheffield, were erecting a large and commodious block of works in River Lane, Pond Hill. It is some years since they found their extensive manufactory in Norfolk Street inadequate to accommodate their increasing business, and they erected new works on Pond Hill. There they have developed the manufacture of cutlery and electro-plate, and a few years ago they felt crowded-out even there. A spacious site was obtained close by, and there a lofty commodious factory has been completed, capable of accommodating 500 workpeople. The building is constructed upon the most modern principles as regards protection against fire, abundance of light and air; space and general sanitary arrangements are all that could be desired. The works are fitted up with the most modern machinery and appliances, with a view of producing the largest quantity of goods at the smallest cost, and in the least time. The whole of the plant is driven by electricity, there being no fewer than seven motors distributed about the shops. A good deal of the labor-saving machinery is quite new to these branches of trade, and marks another distinct advance in these industries. It is significant of the energy and enterprise of this firm, that although one of the oldest in Sheffield, it is quite abreast of, if not in advance, of the times, in the adoption of new methods and appliances.—*Hardwareman.*

D. W. Simpson, manager of the Wilcox Mfg. Co., of Aurora, Ill., sailed for Europe on the steamer *Paris* on May 10th, to visit some of the people in England, Germany, France and Scotland who have been handling Wilcox's goods. He will be abroad for three months.

The Sheffield *Telegraph*, Eng., in a long leader of pessimistic tone, says: "Nowadays America and not Germany is the *bete noir* of the home Hardware industry. An immense amount of work is being done in America that England ought to do."

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write **THE KILBOURNE & JACOBS MFG. CO.**

COLUMBUS, O., U. S. A.

Digitized by Google

Send Postal for FREE Sample Package...

GEM PATENTED. THE "GEM" PAPER CLIP for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

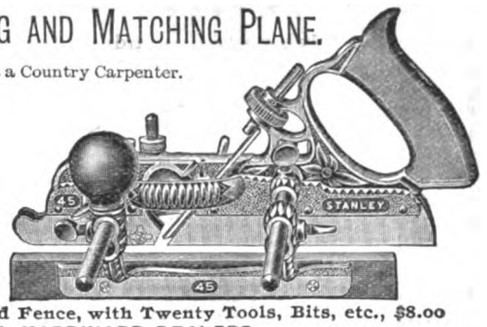
SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 240-242 W. 23d St., N. Y.

STANLEY'S ADJUSTABLE

BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00

SOLD BY ALL HARDWARE DEALERS.

The New Rubber Combination.

The combination of rubber concerns which has been so long rumored, is at last definitely announced. The name is the Rubber Goods Mfg. Co., and the officers are: Charles R. Flint, chairman of the executive committee; Charles Stewart Smith, president; Ulysses D. Eddy, vice-president; Wallace B. Flint, treasurer, and W. A. Towner, secretary and assistant treasurer. The company's authorized capital is $50,000,000, of which half is 7 per cent. cumulative preferred stock and half common stock. The company has acquired and assumed active control of the following: Ninety-one per cent. of the capital stock of the Mechanical Rubber Co., which owns the plants of the Chicago Rubber Works, the Cleveland Rubber Works, the plants of the New York Belting & Packing Co., one of which is located at Passaic, N. J., and two at Sandy Hook, Conn.; the plant of the Fabric Fire Hose Co., at Warwick, N. Y.; the plant of the Stoughton Rubber Co. at Stoughton, Mass. The company also acquire 75 per cent. of the capital stock of Morgan & Wright of Chicago; the entire capital stock of the Peerless Rubber Mfg. Co. of New York, and the entire stock of the India Rubber Co., of Akron, Ohio.

Thomas F. Keating, of the Yale & Towne Mfg. Co., and treasurer of the Hardware Club of New York, sailed, some days since, for Europe, with the intention of remaining abroad for several months. He has worked faithfully in the business harness many years, and has earned a vacation. He will, perhaps, pay some attention to business affairs, but the rumor that he has gone to examine the locks of the Suez Canal, for the purpose of ascertaining whether or not they infringe on the Yale patents, is unfounded; also that other story that he has gone to search the art galleries of the old world for gems to hang upon the walls of the Hardware Club. During Mr. Keating's absence, E. C. Van Glahn, vice-president, has been chosen treasurer *pro tem.* of the Club.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING . . .

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

1420 Chestnut Street,

PHILADELPHIA, PA.

Every Hardware Dealer

ought to

carry a full line of

Iver Johnson Fire-Arms AND Bicycles.

Profitable Hardware.

Write for prices, terms, &c.

OF THE

IVER JOHNSON.

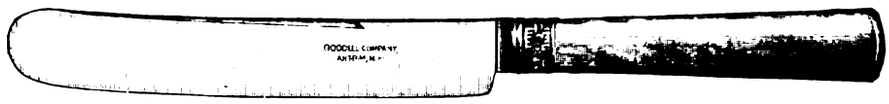
Honest Goods at Honest Prices.

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

Digitized by Google

OUR FOUR HUNDRED LINE



Is a radical departure from anything heretofore offered in knives and forks, and in many respects vastly superior to any which have preceded them; consequently, not to be confounded with goods of somewhat similar appearance which have the blade fastened into the handle with cement. The handles are warranted not to crack or come loose. The ferrule and bolster is one piece, nickel plated. The blade is fastened



into the handle with metal, which completely fills the cavity, attaches itself to the tang of the knife, the inside of the bolster, and makes the blade, handle and bolster one solid piece, impervious to hot water, heat or cold; the neatest, most substantial and best method ever invented for fastening the handle and blade together.

The forks are of latest design, four tined. They are first tinned and then nickel plated, guaranteeing almost everlasting wear, while in strength, durability and elegance they are suitable companions for the knives.

We furnish this line in cocobolo and ebony handles of a variety of shapes, with straight or cimeter blades.

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

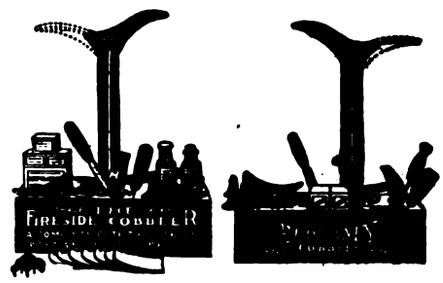
Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.

Howard Iron Works,

BUFFALO, N. Y.



Manufacturers of

BENCH VISES.

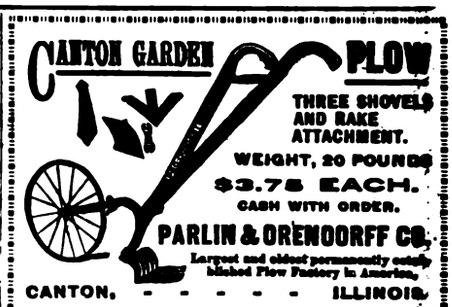
Price Lists Sent on Application.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

CANTON GARDEN PLOW



THREE SHOVELS AND RAKE ATTACHMENT.
WEIGHT, 20 POUNDS.
$3.75 EACH.
CASH WITH ORDER.

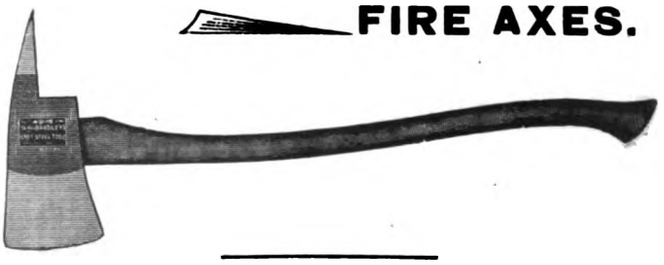
PARLIN & ORENDORFF CO.,
Largest and oldest permanently established Plow Factory in America.
CANTON, - - - - - ILLINOIS.



FRANKLIN S. MILES
MANUFACTURER OF
Brass, Iron, Steel and German Silver SCREWS.
All kinds of Special Screws.
205 QUARRY ST. - - PHILADELPHIA, PA.

G. W. BRADLEY'S SONS,

FIRE AXES.



BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK

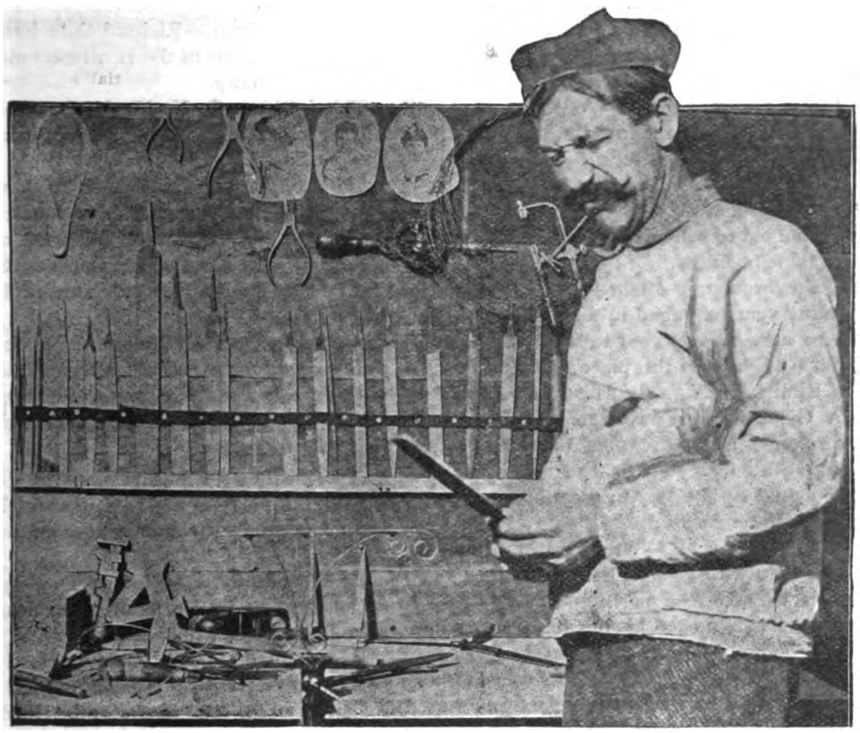
"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

Digitized by Google

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.



THERE'S NOTHING STIRS A FELLOW'S BILE
JUST LIKE A GOOD-FOR-NOTHING FILE.

A GOOD STORY
WILL BEAR TELLING
TWICE,
AND IT'S ALL HERE.

If you are interested as a buyer or user of files, let us send you, through your dealer, a dozen of the "Arcade" files to try. They won't cost you one cent unless they CUT FASTER and WEAR LONGER than any file you ever used.

Write for a copy of "Practical Talks on Files," which every one should have who uses files on his work, or who is at all interested in the subject. It contains many practical points on the use of files. It will be sent to anyone who addresses the New York office, 97 Chambers Street, and mentions this paper.



BUT IF YOU WANT TO SEE HIM SMILE,
THEN LET HIM USE AN ARCADE FILE.

NEW YORK:
97 CHAMBERS ST.

THE ARCADE FILE WORKS.

CHICAGO:
118 LAKE STREET.

Works: ANDERSON, IND.

Samuel W. Allerton, President. Courtlandt C. Clarke, Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Alexandria, Va —The R. P. Clarke Co. has been incorporated, with R. P. Clarke, president, and Conrad H. Syme, agent in this city; to conduct a Hardware business, etc. Capital stock, $5000.

Belton, Texas.—The Brown Hardware Co. has been incorporated with a capital stock of $20,000.

Buffalo, N.Y.—Adam Hauck & Sons have been incorporated by Adam Hauck, E. H. Hauck, A. N. Hauck and William J. Hauck to deal in Hardware. Capital stock, $60,000.

Canajoharie, N. Y.—K. A. Ellithorp has opened a first class Hardware store.

Canandaigua, N. Y.—F. W. Bryan Hardware Co has been incorporated by F. W. Bryan, Michael Dugan and P. F. Munger. Capital stock, $18,000.

Chattanooga, Tenn.—The Vance Hardware Co. has been incorporated by J. C. Vance, H. K. Vance, R. N. Phillips, R. D. Twinan and Paul Gass. Capital stock, $100,000.

Dubuque, Iowa.—P. Lang, No. 1643 Clay Street.

Franklin, N. C.—The Franklin Hardware Co. has been incorporated by C. E. Timberlake, J. D. Swinson and M. T. Swinson. Capital stock, $750, with privilege of increasing to $5000.

Grass Valley, Cal,—Brady & Robinson has been incorporated by A. F. Brady, D. J. Robinson, M. V. Leach, H. J. Robinson and A. B. Brady, general Hardware. Capital stock, $10,000.

Hopbottom, Pa.—E. M. Loomis.

Marathon, N. Y.—Seamans & Main.

Montreal, Can.—Provost & Baigne, Hardware, new firm, commenced business.

Montreal, Can.—The Pallascio Hardware Co. has been incorporated by Alphonse Pallascio, J. E. Quintal, Henri Robin, F. M. Lavioe and J. E. A. Loyseau. Capital stock, $20,000.

Muskegon, Mich.—The People's Hardware Co. has been formed by Oscar Hopperstead, Ralph J. Bush and Gus Dietrich, and will conduct a Hardware business at No. 63 West Western Avenue.

San Francisco, Cal.—Murch & Gray has been incorporated by J. H. Murch, A. E. Gray and S. A. Murch; Hardware. Capital stock, $25,000.

Changes and Improvements.

Bryan, Ohio.—W. E. Kauke, who was for many years engaged in the Hardware business in this town, has moved to Toledo to engage in the same trade there.

Columbus, Ohio.—The Kilbourne-Jones Co., wholesale and retail Hardware dealers, have sold out their retail department to a new firm to be called the Hall & Collins Hardware Co., recently formed by Frank Hall, Herman Hall and Cash Collins.

Correctionville, Ia.—The firm of Cathcart & Woodruff has been dissolved. Mr. Woodruff continues the Hardware business.

Deering, Me.—Mr. Wilson, of Portland, formerly of the firm of Goss & Wilson, auctioneers, has purchased the stock of Mr. Dyer's Hardware store in the Sparrow block, Forest Avenue, Woodfords, and will soon move the same into the store under the old Masonic Hall, recently vacated by W. A. Williams & Co., plumbers.

Dunkirk, N. Y.—P. B. Cary & Co. have concluded to sell out the Hardware branch of their business.

Edwardsburg, Mich.—C. M. Dennis, for many years engaged in the Hardware business here, has sold out to R. D. May and D. W. Ray, both of this place.

Elmira, N. Y.—The Hardware firm of G. A. Gridley & Son have removed from their quarters, at the corner of East Water and State Streets, to the premises now occupied by the W. C. Loomis Co., No. 307 East Water Street.

Fairville, N. B.—Wm. Bustin, furniture and Hardware dealer, has gone out of business to accept a position in the city. J. Stout has acquired his business and stock.

Glasgow, Mo.—W. P. Dautel, Hardware dealer, has bought the stock of goods lately owned by F. C. Griffith, which he purchased from G. C. Shackelford, trustee.

Great Barrington, Mass.—The Hardware stock of the Burgot & Lewis Co. has been sold to Noble B. Turner of Housatonic and Charles E. Platt.

Lorain, Ohio.—F. W. Edison, the oldest Hardware dealer in the city, has sold his business, including the lot and building at the corner of Broadway and Franklin Street, to the Krantz Hardware Co., of South Lorain.

Macon, Ga.—Judge Felton has passed an order allowing the Southern Hardware Co. to change its name to the Merritt Hardware Co.

Moline, Ill.—The Hardware firm of Parks & Stow, proprietors of the store at No. 406 Fourth Avenue, have dissolved partnership and Mr. Stow has retired from the business.

Morristown, N. J.—Geo. E. Voorhees has purchased Truman Scott's stock of Hardware and removed it to his own store.

Plainfield, N. J.—The J. P. Laire Hardware Co. are making some changes in the interior of their store to facilitate the showing and handling of goods. The high counters and stands placed about have obstructed the light, and these have been lowered and fitted up with small compartments in which small articles can be stored.

Pontiac, Mich. — H. B. Seagrave has closed out his Hardware stock, fixtures and good will to Rich & Hallett.

Richmond, Ind.—The Jones Hardware Co., now operating on Fort Wayne Avenue near the depot, with retail and wholesale Hardware, have purchased the lot lying east of the Adam H. Bartel Co.'s famous factory on North E Street, which had belonged to the Starr estate, lying at the southwest corner of Tenth and North E Streets. The consideration in the deal was $8000.

Riceville, Tenn.—Richard Cate has purchased an interest in the Hardware store of Owens & Murray.

Tiffin, Ohio.—J. N. Naylor has sold his Hardware business to the Crobaugh & Dam Co.

Troy, N. Y.—H. D. Hull & Co. have relinquished their charter as a stock company, and the Hardware business at the corner of Fifth Avenue and Congress Street will be continued under the name of H. D. Hull.

Waterloo, Ont.—William and Jacob Conrad have purchased the Hardware business of their father, and hereafter the business will be conducted under the firm name of Conrad Brothers.

Business Embarrassments.

Mannington, W.Va.—I. N. Owens, Hardware, reported to have made an assignment.

Mt. Vernon, N. Y.—George D. Ferguson & Col, dealers in Hardware, bicycles, etc., have filed petition in bankruptcy.

Rogers, Ark.—D. A. Oakley, Hardware, reported to have made an assignment.

Utica, Ohio.—A. S. Poland, Hardware dealer, has made an assignment for the benefit of his creditors to ex-Mayor G. M. Sipe. Assets about $1500, and liabilities not estimated.

Burglaries in Hardware Stores.

Chicago, Ill.—Schubert Bros., $200.

Essex Junction, Vt.—W. S. Teachout, cutlery.

Plainfield, Wis.—F. B. Rawson, revolvers.

Pomeroy, Ohio.—B. R. Remington; revolvers.

Stockton, Cal,—Austin Bros.; $200.

Troy, N. Y.—J. G. Manning & Co.; $12.

Westline, Mo.—R. M. Meader.

Fires in Hardware Stores.

Boise, Idaho.—Coffin & Northrup, Hardware, damaged by fire, at a loss of about $50,000; insured for $38,000.

Cambridge, N.Y.—R. E. Nicholson, Hardware, etc., destroyed by fire.

Chenoa, Ill. — O. Farnold's Hardware store has been destroyed by fire.

Clare, Mich.—A fire started in the oil room of the Clare Hardware Co. recently, and the fire department did excellent work in confining the blaze to this room. Loss $1000.

Corfu, N. Y.—Bradley's Hardware store damaged by fire.

Detroit, Mich.—The stock of the C. A. Strelinger Hardware Co. has been damaged by fire to the extent of about $10,000.

Newton, Pa.—Harrison C. Worstall's Hardware store has been destroyed by fire; partially insured.

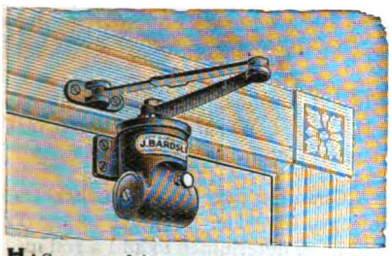
Stanwood, Iowa.—Hart's Hardware store has been destroyed by fire.

What Cheer, Iowa.—Jones Bros.' Hardware establishment has been destroyed by fire.

Digitized by Google

THE "BARDSLEY"

Oil Door Check and Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
"	C,	" "	5.00
"	D,	" "	6.00
"	E,	" "	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,

147 to 151 Baxter St., NEW YORK CITY.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

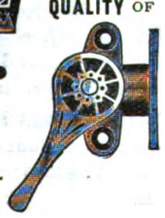
Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.



The Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

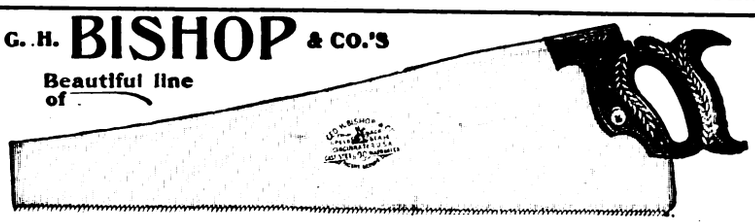
SEND FOR OUR 1899 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

SAWS G. H. BISHOP & CO.'S

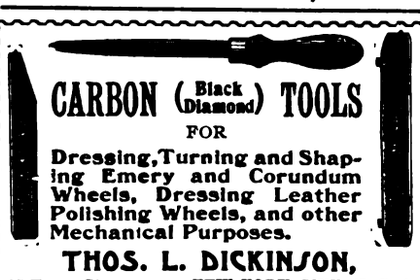
Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."



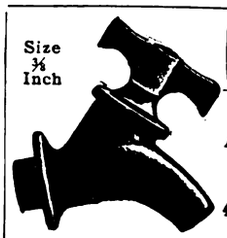
CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.



Size ¾ Inch

CHEAPEST IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,

458 Quincy St., Brooklyn, N. Y.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Bellefonte, Pa.—The Houser Springless Lock Co. has been incorporated by C. T. Gerberich, A. Allison, C. C. Shuey, G. T. Bush, Scott Houser, G. F. Musser, W. L. Steel and W. K. Shope. Capital stock, $10,000.

Brooklyn, N. Y.—The H. P. Read Lead Works have been incorporated with the Secretary of State, to manufacture and sell lead pipe, electric apparatus, Hardware and plumbers' supplies. The capital stock is $30,000, consisting of shares of $100 each, and the directors for the first year are: Clifford V. Driggs and Howard A. James, of Brooklyn, and John S. Buzzini, of New York.

Camden, N. J.—The Double Duty Range Mfg. Co. has been incorporated by John H. Currier, John P. Dawson and Nelson H. Strong; manufacture water heating ranges. Capital stock, $100,000.

Camden, N. J.—The American Manufacturers' Association has been incorporated by J. F. Hartman, F. K. Roberts and William F. Eidell; manufacture household utensils, etc. Capital stock, $125,000.

Camden, N. J.—The John D. Allen Co. has been incorporated by John D. Allen, Charles A. Snyder, Ira W. Chew, H. R. Fisher and William R Scott; tool makers, brass founders, metal workers. Capital stock, $10,000.

Camden, N. J.—The Pittsburg Machine Tool Co has been incorporated by Frank Moore, C. A. Wolfe, H. A. Weber and F. J. Curtis; manufacture machinery, tools, etc. Capital stock, $250,000.

Delanco, N. J.—The Automatic Metallic Weather Strip Co. has been incorporated by Theo. D. Nestrand, Francis J. Throng and J. Martin Rommell; manufacture weather strips, window sash, etc. Capital stock, $250,000.

Detroit, Mich.—The Standard Computing Scale Co. has been organized by L. Jaehnichen and Francis Osborne. Capital stock, $150,000.

Duluth, Minn.—The Duluth Furnace Co. has been incorporated by John M. Thomas, John G. Williams and Arthur Howell; iron, steel, copper, etc. Capital stock, $150,000.

East Orange, N J.—The Cook Spring Co. has been incorporated to make springs and metal goods. Corporators: Harry H. Picking, Duncan T. McLaren and Horace M. Williams.

Grand Rapids, Mich.— The Wolverine Brass Works has been incorporated by Louis A. Cornelius, Harold C. Cornelius, Sarah L. Cornelius, Edith M. Cornelius and Clara B. Workman; plumbers' repairs. Capital stock, $20,000.

Indianapolis, Ind.—The Central Spring & Wire Novelty Co. has been incorporated by Edward L. Laycock, Thomas M. Richardson and Charles B. Clarke. Capital stock, $10,000

Meriden, Conn.—The Standard Novelty Co. has been incorporated by J. H. Sloane, Geo. E. Seeley, E. E. Hughes, Wm. H. Weackerby, E. C. Sloane and J. H. Curran; Hardware and household specialties. Capital stock, $3000.

Newark, N. J.—The Macknet Grate Bar Co. has been incorporated by James E. Howell, John A. Bradley and J. Bayard Kilpatrick; manufacture grate bar and appliances. Capital stock, $50,000.

Portland, Me.—The Puritan Color Works have been organized here, to manufacture and sell all kinds of paints, colors, dyes and chemicals. Capital, $15,000 Paid in, $8000. The officers are: President, Harry B. Russ; treasurer, Harrison G. Sleeper. Directors: Harry B. Russ, Chas. P. Upton, John W. Condon, Harrison G. Sleeper, Geo. A. Bancroft and Stephen W. Holmes.

Portland, Me.—The Cook Nail Co. has been organized to carry on the business of manufacturing, buying, selling and dealing in horse shoes, toe calks, horse shoe nails, blacksmiths' tools and supplies, and all other kinds of tools and Hardware. Capital stock, $100,000. The officers are: President, Lemert S. Cook; treasurer, C. O McIntosh; clerk, Isaac W. Dyer.

Portland, Me.—The National Machine & Tool Co. has been incorporated by James H. Reed, Alfred L. Barrett, Heber C. Peters and Henry E. Peabody. Capital stock, $50,000.

Portland, Me.—The Williams Electric Dead Lock Co. has been incorporated by Frederick Williams, Wm. A. Morse, Levi Turner and Chas. F. Libby. Capital stock, $2 000,000.

Sacramento, Cal.—The Crescent File Co., of San Francisco, has been incorporated to re-cut files and make machinery. Capital, $10,000. Incorporators: Jno. F. Revak, J. W. Pauson, Samuel L. Naphtaly, Jos. M. Loewe and A. Feist, all of San Francisco.

St. Louis Mo.—The Burglar-Proof Door Lock Co. has been incorporated by J. F. Sullivan, W. A. Thomas, N. F. Niederlander and A. W. Oliver. Capital stock, $50,000.

St. Louis, Mo.—The Rivers Mfg. Co., manufacturers of the Rivers step ladder, is being incorporated.

Upland, Ind.—L. A. Teeter and E. King will build and operate a handle and spoke factory on the side of the old heading factory, which was destroyed by fire.

Westerly, R. I. — Whipple Bros. Co. has been incorporated by Fred. E. Whipple, Harry W. Whipple, Clara H. Whipple and Rose E. Whipple; washing machines and household utensils. Capital stock, $15,000.

Windsor Locks, Conn.—The Allen-Pease Co has been incorporated to manufacture locks, etc. Capital, $10,000. Incorporators: Allen Pease, Frank A. Pease and Howard S. Pease, all of Windsor Locks.

Winston, N. C.—The Granite Mountain Hardwood Co. has been incorporated by W. H. Tunis, W. M. Absher and G. W. Hinshaw. Capital stock, $10,000.

Changes and Improvements.

Chicago, Ill.—The Grand Crossing Tack Co., of have determined to add a rod mill to their present plant, and have let contracts for the same.

Cincinnati, Ohio.—The Fosdick & Halloway Machine Tool Co. will erect a four-story brick building at the corner of Apple and Blue Rock Streets, Cumminsville, for the manufacture of fine machine tools and radial drills.

Dadeville, Ala.—The Huntsville Spoke & Handle Co. has been purchased by the Southern Handle Co. from the Farmer's & Merchant's National Bank, the consideration being $10,000.

East St. Louis, Ill.—The Shickle, Harrison & Howard Iron Co. are now placing contracts for a building 338x340 feet. An entire outfit of machinery will be needed.

Newburgh, N. Y.—The extensive plant of the Newburgh Wire & Nail Co. has been sold under a judgment of foreclosure.

New York, N. Y.—The Herring-Hall-Marvin Safe Co. is being reorganized.

Peoria, Ill.—The Kingman Plow Co. will build a large plant in this city during the coming summer, which will give employment to about five hundred men. This is a new industry for this city.

Perry, N. Y.—The Robeson Cutlery Co. are soon to erect a large addition to the factory. The company now employ 165 hands, and from 50 to 75 more are to be employed.

Syracuse, N. Y.—E. C. Stearns & Co. have vacated the Christian Cook Block in West Onondaga Street. This building has been occupied by the company for a number of years for Hardware purposes. It was decided a few days ago to concentrate the business, and the Hardware end of the concern's affairs has been moved to the main plant in Oneida Street.

Williamsport, Pa.—The additions to the works of the Valley Iron Works include foundry 55x165 feet and an enlargement to the machine shop. Plans have been prepared.

Woodbine, N. J.— The Universal Lock Co. will erect a two-story brick addition to its factory.

Wrightsville, Pa.—The Wrightsville Hardware Co., are laying the foundations for two buildings which will be used as additions to this plant.

Recent Fires.

Gardner, Mass.—The Central Oil & Gas Stove Co.; plant damaged by fire at a loss of about $75,000; insured for $100,000.

North Wales, Pa. — The Globe Steam Heater Co.; plant damaged by fire at a loss of about $8000; partly covered by insurance.

Worcester, Mass.—Reed & Prince, manufacturers of screws, bolts, etc.; damaged by fire.

Digitized by Google

.. THE ..

"AUTOMATIC"

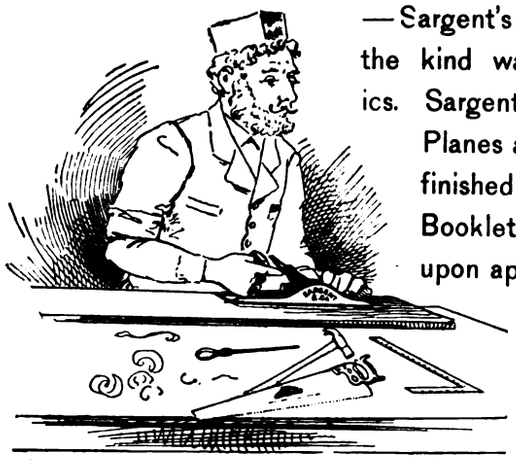
BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.
Self-Governing.
Send for Circular fully descriptive. . . .

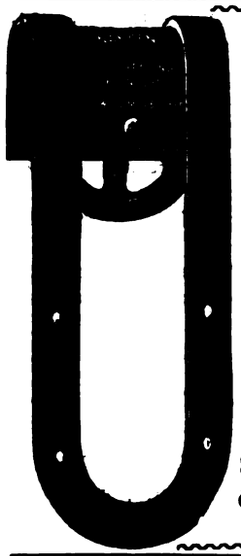
The Plume & Atwood Mfg. Co.,
NEW YORK.
CHICAGO.

Sell Planes

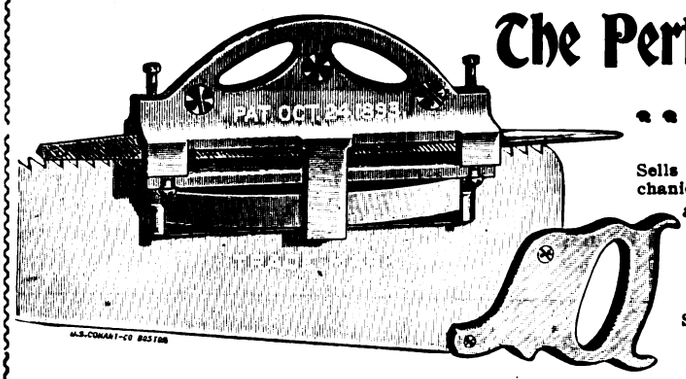


—Sargent's Warranted Planes—the kind wanted by good mechanics. Sargent's Wood Bottom and Iron Planes are well made and nicely finished; they are first-class goods. Booklet and prices will be sent upon application.

Sargent & Co.,
New Haven, Conn
New York.
Philadelphia.
Boston.



NANSEN
is ahead of all others, and so is our . . . .
Nansen Roll-Bearing Hanger.
No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15 00.
No. 5, per doz. pairs, $18.00.
STOWELL MFG. & FORY. CO.,
So. Milwaukee, Wis.



The Perfect Saw ... Jointer

Sells at sight. Every mechanic needs it! Uses any kind of a file. Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC., on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WANTED
JOB AND SPECIAL LOTS
FOR SPOT.
...SEND FULL PARTICULARS...
BROWNE & MANSFIELD,
241 BROADWAY, NEW YORK.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.
Manufacturers of SMALL SPRINGS of every description; and dealers in WIRE and COLD ROLLED STEEL.
ESTABLISHED 1857.

FOR EXPORT.
Hardware, Cutlery, Brass and Wire Goods
WRITE US FOR QUOTATIONS.
Address Foreign Department.
LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Camden, N. J.—The Atlantic Tube Co. has been incorporated by Grant McCargo, E. H. Jennings, J. C. McDowell, E. Rogers Kemp, George A. Dickson, Frank M. Lowry and H. G. Mason; manufacture metallic tubes, etc. Capital stock, $250,000.

Camden, N. J.—The Reading Chainless Gear Co. has been incorporated by Henry C. England, John E. Blackman and G. B. Stevens; patented chainless gears, bicycles, etc. Capital stock, $50,000.

Detroit, Mich.—The Michigan Detachable Chain Co. has been incorporated by Thomas H. Simpson, John L. Simpson and James S. Brennan. Capital stock, $50,000.

Great Barrington, Mass.—W. L. Hadley has taken the agency for the Orient bicycle.

Greentown, Ind.—The Kelley Mfg. Co. has been incorporated by Clarence E. Kelley, Jesse H. Gibson and Georgia Kelley; to manufacture a tool for the repair of elastic tubing. Capital stock, $5000.

Jersey City, N. J.—The International Automobile & Vehicle Tire Co. has been incorporated by Richard Croker, Jr., Charles M. King and Francis E. Bradley. Capital stock, $3,000,000.

Montreal, Can.—The Fligg & Harris Co., bicycles, new firm, commenced business.

New York, N. Y.—The Manhattan Chain Co. has been incorporated by Jacob Wolf, Mary Wolf and Nathan Comings. Capital stock, $4000.

New York, N. Y.—The Cycle Spring Spoke Co. has been incorporated by Chas. A. Hussey, C. E. Runk and Joseph H. Niles. Capital stock, $50,000.

New York, N. Y.—The Waldorf Mfg. Co. has been incorporated by M. F. Warner and others; sporting goods, etc. Capital stock not given.

San Francisco, Cal.—Clabrough, Golcher & Co. has been incorporated by B. H. Madison, W. J. and H. C. Golcher, Geo. V. Smith, T. V. Harris and M. O. Feudner; guns, sporting goods, etc. Capital stock, $60,000.

Trenton, N. J.—The Consolidated Rubber Tire Co. has been incorporated by Richard Stockton, Theodore Backus and Frank R. Hutchinson; rubber tires for vehicles of all kinds. Capital stock, $10,000.

Changes and Improvements.

Indianapolis, Ind.—J. D. Hoss, bicycles, reported to have sold out.

Monroe, Mich.—F. S. Andrews, of Elkhart, Ind., will remove to this city and open a bicycle repair factory.

Niagara Falls, N. Y.—The Power City Bicycle Co., succeeded by Niagara Bicycle Co.

Norwich, Conn.—The Cadden Cycle Co., wholesale and retail cycles, succeeded by the Plant-Cadden Co.

Peoria, Ill.—Angiar & Co., dealers in bicycles, have dissolved partnership.

Pittsburg, Pa.—Geo. H. Abel, Jr. & Co bicycles, etc., dissolved; business continued by Geo. H. Abel, Jr.

Shippensburg, Pa.—E. A. Walters & Bro., Hardware, bicycles, sporting goods, etc., succeeded by G. F. Walters & Son.

Trenton, N. J.—The Empire Rubber Co., manufacturers of rubber hose and bicycle tires, plant has been sold to the United States Rubber Goods Mfg. Co.

Recent Embarrassments.

Ridgefield, Conn.—Harry L. Bossa, bicycles, etc., reported to have filed petition in bankruptcy.

Recent Fires.

Geneva, Ohio.—The Geneva Wheel Co., plant totally destroyed by fire at a loss of $40,000 or $50,000.

Toledo, Ohio.—Alfred H. Cummerow, bicycles, destroyed by fire.

Waco, Tex.—J. D. Thomas, dealers in bicycles, carriers, etc., damaged by fire at a loss of $8000 or $9000.

Recent Stove Notes.

At a recent meeting of the stove manufacturers of Eastern Pennsylvania at Philadelphia, it was agreed to advance prices ten per cent, or from 50&5% discount to 45&5%, this new discount going into effect immediately after April 19th. It was also agreed that the prices of the stove founders of New York and of the South should be respected in their districts, which is in return for a similar compliment to the Eastern Pennsylvania stove founders in their own markets. Steps were also taken for the extension of this agreement to the Pittsburg district.

The fourteenth annual meeting of the Stove Founders' National Defense Association opened its sessions for 1899 in the Grand Hotel, Cincinnati, Ohio. The address of the president and other matters of general interest were presented and discussed, and one of the things to be accomplished was the election of officers and the choice of committees for the coming year.

The promise is made that a large stove foundry will be erected in Portland, Oregon, large enough for the employment of some 250 hands. It is said that the Bridge & Beach Mfg. Co., of St. Louis, and the Cribben & Sexton Co., Chicago, are interested in this movement. A tract of land has been secured near the Union stock yards, and the erection of extensive buildings will be commenced at an early date.

A very attractive pamphlet has been issued by the Atlanta Stove Works, of Atlanta, Ga., in illustration of the grates which they manufacture. This pamphlet is of a convenient size for carrying in the pocket, and among the varieties shown may be mentioned a new square canopy grate with and without a summer front, the Atlanta Club House grates, grate ash pans, ash dumps, wall ventilators, etc.

The Northern Ohio Steel Range Manufacturers' Association, with headquarters in Cleveland, Ohio, have advanced the price of finished products 20 per cent. because of the increased cost of raw material.

The stove manufacturers of New England have organized, and elected the following officers: President, E. W. Anthony; vice president, E. W. Fiske; secretary and treasurer, John R. Prescott. The selling prices of ranges were equalized and revised at an advance over former figures.

A Forty-Mile Whistle.

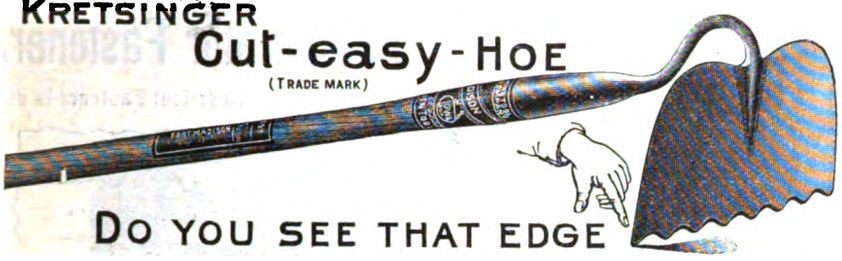
The whistle on the new Atlanta Milling Co.'s mill has been constructed to be audible at Macon, 40 miles distant. This "humming bird" is eight feet in height and consists of three bells of a special composition of bronze and bell metal, arranged between two discs of steel. The larger bell has the mouths turned upward, and the other two their mouths turned downward; a 3-inch pipe conveys the steam through shallow openings in the circular disks. The bells are tuned to an eighth and a fifth of a chord, and harmonize as accurately as the best-tuned piano. Through the peculiar arrangement of the gongs they chime with the accuracy of a set of well-tuned bells, and the vibrations are such that the sound of the whistle is not harsh, but soft and low, and yet of such power that it can be heard for forty miles. The bell cost $150, and the amount of steam required to sound it would run a 75-horse power engine. Two steel wire cables are required to open and close the conical valves, operated by a pulley, that admits the steam.—*The Tradesman.*

Digitized by Google

KRETSINGER

Cut-easy-Hoe

(TRADE MARK)



DO YOU SEE THAT EDGE

It's sinuous—it's beveled— it's sharp.

IT CUTS---CUTS EASILY.

Easy to sell, and at a big profit.

MADE EXCLUSIVELY BY

THE IOWA FARMING TOOL CO.,

FORT MADISON, IOWA.

"Just Hear Dem Bells!"



NEW CATALOG JUST OUT SHOWS 50 STYLES.

$1.00 Postpaid.

NEW DEPARTURE BELL CO.

BRISTOL, CONN.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 Chambers Street,

NEW YORK.

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.

Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.



THE EXCELSIOR CARPET STRETCHER AND TACK HAMMER COMBINED

can be used by anyone. None better. Simple, effective, strong and compact.

Inquire of Hardware Jobbers or write . . .

R. W. MONTROSS, Manufacturer, Galien, Michigan.



WATERBURY BRASS CO.,

60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS

OF ALL KINDS.

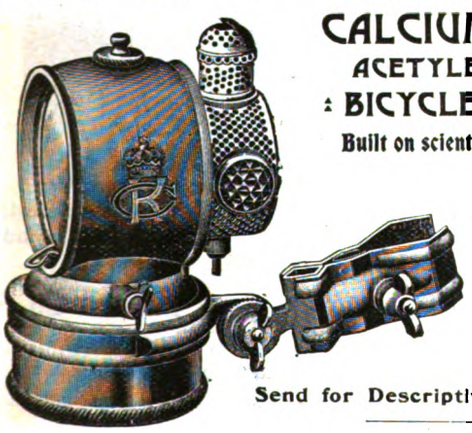
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES OF EVERY DESCRIPTION.

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.



CALCIUM KING

ACETYLENE GAS

BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

Waterbury, Conn.



LIBERAL SPRING OFFER.

13 SWEEPERS FOR ONE DOZEN.

Write for Particulars.

We Make All Kinds

. . . High Grade--Medium Grade--Cheap Grade.

Goshen Sweepers Are *Guaranteed* the Easiest Running Sweepers manufactured. Best Finished, Best Constructed.

SPECIAL INDUCEMENTS FOR SPRING.

Handsomely Illustrated Catalogue furnished on application.

Goshen Sweeper Co.,

EVERY SWEEPER WARRANTED.

GRAND RAPIDS, MICH.

Digitized by Google

AN ESTABLISHED SUCCESS.

Trade Mark:

ROGERS "Anchor" Brand

SILVER-PLATED WARE

bearing the above imprint. Its universal reputation creates a great trade for it wherever there's a demand for the best. It can't be recommended too highly.

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE,
149 Church Street.
PHILADELPHIA,
506 Commerce St.

FREE to Hardwaremen.

A sample of our new weight "56" SPOON—

NICKEL SILVER

TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

Agency **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for Joseph Rodgers & Sons and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

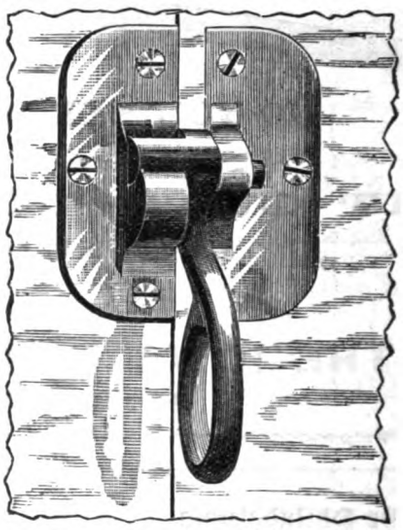
JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	Horse and Toilet Clippers.
ELEY BROS., LIMITED,	Caps, Wads, Cartridge Cases, Etc.
L. HUGONIOT TISSOT,	Fine French Plyers and other small tools
ISAAC GREAVES,	Sheep and Garden Shears.
W. K. & C. PEACE,	Grass Hooks, Scythes and Straw Knives.
R. & J. LINACRE,	Grass Hooks, Sickles, Etc.
WEBSTER & HORSFALL,	Piano and Steel Wire of all descriptions

Proprietors of the following brands of Cutlery:

Alfred Field & Co., Parker & Field, Progress, Criterion, Branford Cutlery Co., Continental Cutlery Co., Waltham Cutlery Co., Alexander Frazer & Co., Jones & Co.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



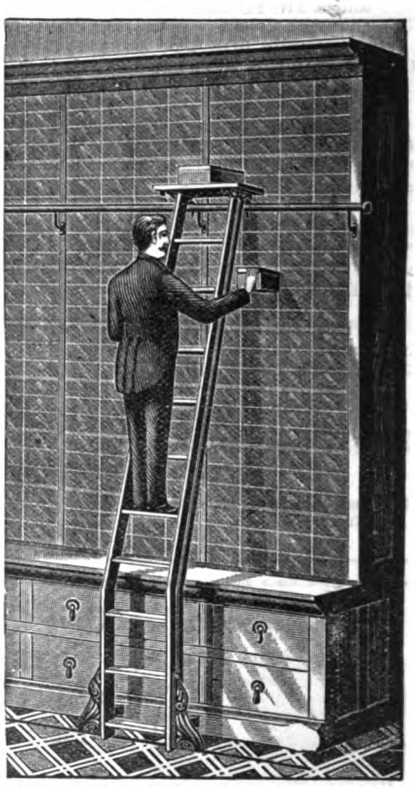
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. Youngs, 8 Clinton Place, New York City.
New York and vicinity, E. J. Hussey & Co., 80 John Street, New York City.
California, John Woodlock, 154-156 First Street, San Francisco, Cal.
Northwestern States, Howe Scale Co., Portland, Oregon.
Texas and Southwest, Ed. Foy, Dallas, Tex

Digitized by Google

THE AUDIT COMPANY
OF NEW YORK,

Equitable Building, 120 Broadway.

Acting President, AUGUST BELMONT, Vice-President, WILLIAM A NASH
Manager, THOMAS L. GREENE Chief Consulting Auditor STEPHEN LITTLE.

Consulting Engineers,
WM. BARCLAY PARSONS F. S. PEARSON
FORD, BACON & DAVIS.

Secretary and Treasurer,
EDWARD T PERINE

DIRECTORS:

August Belmont, Frederic P. Olcott, James Stillman, William A. Nash, Joseph S. Auerbach, George G. Haven, George W. Young, A. J. Cassatt, Marcellus Hartley, Charles R. Flint, George Coppell, G. B. M. Harvey, John I. Waterbury,

ADVISORY COMMITTEE of STOCKHOLDERS:

W. Bayard Cutting, Walter G Oakman, A. D Juilliard, Henry W. Poor, Louis Fitzgerald, T. Jefferson Coolidge, Jr., Charles S. Fairchild, Gustav E Kissel, Isaac N. Seligman, E. R. Chapman

The Audit Company examines and reports upon the accounts and financial condition of corporations, copartnerships, and individuals, and examines and reports upon the physical condition of railroad, manufacturing and other properties.

Its services are of value to investors, financial institutions, borrowers of money, directors of corporations, merchants, firms and purchasers of properties.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN AND COTTON FIRE HOSE, GARDEN HOSE.



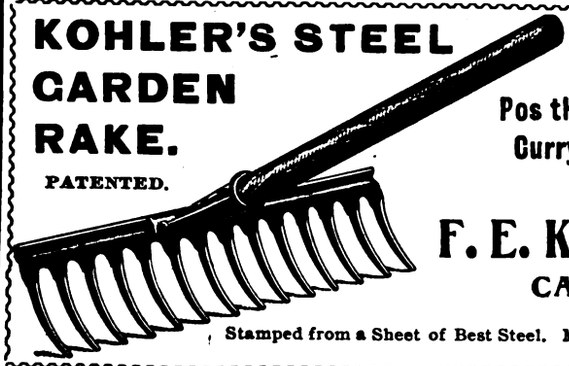
The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

KOHLER'S STEEL GARDEN RAKE.

PATENTED.



WRITE FOR CATALOG OF

Pos tHole Diggers, Lawn Rakes, Curry Combs, Corn Planters, Shovels, etc., etc.

F. E. KOHLER & CO.,
CANTON, OHIO.

Stamped from a Sheet of Best Steel. Made in 10, 12, 14 and 16 Teeth.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

ALSO HEADQUARTERS FOR

GALVANIZED AND TINNED NAILS,

BOAT NAILS, SPIKES, ROUND IRON RODS, SLATING & ROOFING NAILS, SLATERS' TOOLS,

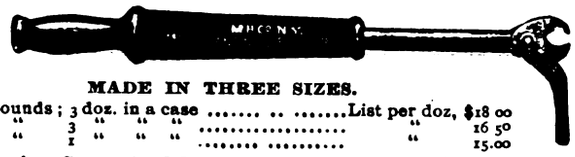
COPPER NAILS AND TACKS,

279 PEARL ST., NEW YORK.

ESTABLISHED 50 YEARS.

The Genuine "GIANT" NAIL PULLER AND BOX OPENER.

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case ..... List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.
Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

EXTRAS ON CUT NAILS.

SCHEDULE OF PRICES,

Adopted June 6th, 1888.

12d, 16d, 20d, 30d, 40d, 10d	Base Sizes .. Common Nails.	$ .10	per keg	per keg above			Base
8d, 9d, 50d, 60d	"	"	.25	"	"	"	"
6d and 7d	"	"	.40	"	"	"	"
4d and 5d	"	"	.60	"	"	"	"
3d Common and 4d Fine			1.00	"	"	"	"
3d Fine, 2d Common, 1-inch Roofing			1.50	"	"	"	"
2d Fine			2.00	"	"	"	"
Spikes, all sizes.			.25	"	"	"	"
1¾ and 1¾-in. Barrel Nails.			.60	"	"	"	"
1¾ and 1¼-in.	"	"	1.00	"	"	"	"
1-in.	"	"	1.50	"	"	"	"
⅞ in.	"	"	1 75	"	"	"	"
¾-in.	"	"	2.25	"	"	"	"

Fence and Sheathing Nails same price as Common.

Casing, Flooring, Box, Warehouse, Cooper's and Tobacco Nails	50c.	per keg above same size Common Nails
Slating Nails	25c.	" " "
Finishing and Clinch Nails.	75c.	" " "
Fine Finishing.	90c.	" " "

Each Half-Keg 10 cents extra.

LENGTH OF NAILS.

2.	3	4.	5.	6.	7.	8.	9.	10.	12.	16	20.	30.	40. 50. 60.
1.	1¼.	1½.	1¾.	2.	2¼.	2½.	2¾.	3.	3¼.	3½.	4.	4½.	5. 5½. 6.

STEEL WIRE NAILS (In Kegs.)

STANDARD PRICE-LIST.

12d to 40d common, base price. For others add to base price as follows:

Common Fence, Shingle, Flooring and Common Brads.

12d to 40d	base.
50d and 60d	$ 35
10d	15
8d and 9d	35
6d and 7d	70
4d and 5d	1 00
3d	2 00
2d	2 75

BARBED Common and BARBED Car Nails.

25c. advance over common.

Casing, Smooth Box.

12d to 40d	75
10d	1 00
8d and 9d	1 25
6d and 7d	1 50
4d and 5d	1 75
3d	2 50
2d	3 25

Barbed Box 25c. advance

Fine Nails.

2d	3 50
3d	3 00
4d	2 00

Smooth Finishing Nails.

2d	$3 50
3d	2 70
4d and 5d	2 00
6d and 7d	1 75
8d and 9d	1 50
10d	1 25
12d to 20d	1 00

Barbed Finishing, 25c. advance.

Lining Nails.

¾ in.	4 50
⅞ in.	4 00
1 in.	3 50

Barrel.

¾ in.	3 50
⅞ in.	3 00
1 in.	2 50
1¼ in.	2 00
1½ in.	1 75
1¾ in.	1 25
1⅞ in.	1 00

Slating.

2d	2 50
3d	1 75
4d	1 25
5d	1 00

Wire Spikes.

All Sizes	35

Tobacco.

4d and 5d	$1 25
6d and 7d	1 00
8d and 9d	75
10d	50

Barbed Roofing.

⅜ in.	3 50
⅞ in.	3 00
1 in.	2 50
1¼ in.	2 00
1½ in.	1 50
1¾ in.	1 25
2 in.	1 00

Clinch.

2d	3 50
3d	2 50
4d and 5d	1 75
6d and 7d	1 25
8d and 9d	1 00
10d	90
12d to 20d	75

Hinge Nails.

4d	1 75
6d	1 50
8d	1 00
10d to 20d	75

Adopted at the Cleveland Meeting, June 15, 1888.

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRIEST'S CLIPPERS

BALL BEARINGS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

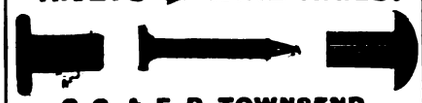
Highest Quality Grooming and Sheep-Shearing Machines

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS & WIRE NAILS.



C. C. & E. P. TOWNSEND,

New Brighton, Penn.

Seed's Reversible Self-Cleaning ... **WATER FILTERS**

BRASS, NICKEL PLATED.

No. A1 Per dozen, $4.00 No. 3 Per dozen, $1.50
No. 2 " " 2.50 No. 4 " " 1.00
In 5 Gross lots, 10 per cent. off.

J. H. SEED, Manufacturer,

21 and 23 Centre Street, • • NEW YORK.



SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.

Established 1870. ... Manufactured by

James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

VERY SATISFACTORY.

National Cement & Rubber Mfg. Co., Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

EXPANSION BOLTS.

Ask for Catalogue B.



Single and Double.

For fastening all kinds of structure to brick and stone work.

STEWARD & ROMAINE MFG. CO.,

SOLE MANUFACTURERS, Philadelphia.



IRON & WIRE FENCING

ELLIS & HELFENBERGER,

5 0 SENATE — INDIANAPOLIS, IND.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

BY an old New York Hardware house, an experienced city salesman of good address. One having a knowledge of builders' Hardware and acquaintance with architects preferred. Address ADVERTISER, care HARDWARE, No. 143 Chambers Street, New York.

WANTED.—An active young man with some knowledge of the retail general Hardware business. The proper party will find this an admirable opportunity for future advancement. Address LOCK DRAW L, Catskill, N. Y.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala.

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J.

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address Box 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

BUILDERS and general Hardware salesman of eight years' experience on road and in store desires situation where push, good habits and ability will be appreciated. Am competent to take charge of buying and selling of above and can give best of references. Address W. V. S., care HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

Situations Wanted.

A YOUNG man with six years' experience with a large wholesale Hardware house in Boston desires position as traveling or home salesman in manufacturing or jobbing house. Moderate salary. Address "HARDWARE," care General Delivery, Boston, Mass.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address BOX 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address BOX 89, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

PRACTICAL Hardware salesman wants good selling line of builders or house-furnishing Hardware on commission. Chicago and vicinity retail trade. W. S., No. 259 Harrison Street, Chicago, Ill.

A MANAGER and salesman for a horse shoe manufacturer, having a branch at Detroit, Mich., wants another line to handle. If desired, will furnish office and storage free. Address for two weeks, B., No. 229 Putnam Avenue, Detroit, Mich.

SIDE LINE WANTED by salesman calling on the brass goods and electrical manufacturing trades. "COMMISSION," care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

REPRESENTATIVE wanted in every city and town to visit Hardware and house-furnishing trade. BAYER & CO., manufacturers of Thuroscope, No. 19 N. Juniper Street, Philadelphia, Pa.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

WANTED—Salesmen to sell our goods as a side line to the Hardware and house-furnishing trade. Lloyd's woven wire hammock, wire door mats, etc. Through the East and South. A liberal commission paid. WHITE MFG. CO., Minneapolis, Minn.

A Hardware Store Needed.

WANTED—An experienced man with sufficient capital to open a Hardware, housefurnishing and implement store in one of the best towns in Western Pennsylvania. No competition; large population; town has natural gas, paved streets, water works, etc.; needs the store to supply the large demand. Address S. MORGAN, Freedom, Pa.

Hardware Business For Sale.

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

AN exceptional opportunity to buy a Hardware stock of about $10,000, in a city in Massachusetts of over 64,000 inhabitants. Satisfactory reasons given for selling. Address BIGELOW & DOWSE CO., Boston, Mass.

EXCELLENT opportunity to buy out an up-to-date Hardware store with a fairly moderate capital. Address "EXCELLENT," care HARDWARE Publishing Co., No. 143 Chambers Street, New York.

FINE opportunity to purchase an old-established stand within ten miles of Boston; 38 foot frontage, rear entrance. Stock well selected of builders' and shelf Hardware. Fair bicycle trade and good opportunity for adding bicycle repairs. Owners moving away reason for selling. Address "UNUSUAL OPPORTUNITY," Box 167, Boston, Mass.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

A COMPLETE stock of Hardware, stoves and tinware, paints, oils, plumbing and tinning, steam and hot water heating; water works now going on, can have the tapping of mains. Established ten years and no opposition. Right party can make $1500 per year over expenses. Nearest Hardware, ten miles in a thriving town in Pennsylvania. Will sell property if wanted or will rent reasonable. Reason for selling, going to retire from business. Address BOX 92, care HARDWARE, No. 143 Chambers Street, New York.

English Patent for Sale.

EDWIN G. BENNETT, patentee and manufacturer of the "Boston Cold Storage" Butter and Cheese Cutters, notifies us of his desire to dispose of his English patent on this article. As a ready sale is being found in the United States for this cutter, which we believe enjoys the distinction of being the only tool of its kind on the market, it is reasonable to suppose that the foreign sale should be equally satisfactory. All inquiries should be addressed to E. G. BENNETT, No. 2 Parlin Street, Everett, Mass., U. S. A.

Patent for Sale.

ICE-SCRAPER or Shredder Patent for sale. Best and cheapest hand device yet made. Address "PATENTEE," care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

A PARTY with many years' experience on the road, and who has a first-class agency for the United States, would like to add one or two more lines, or would join with another who has good agencies. Address B., care HARDWARE, No. 143 Chambers Street, New York.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

English Agency Wanted.

A GENTLEMAN who has been in the Hardware and cutlery line in England for twenty-five years wishes to represent American houses in light iron and steel line, patented novelties, etc., or the sole sale for England on his own account. Address Box 96, care HARDWARE, No. 143 Chambers Street, New York.

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill.

Business Chance

FOR SALE—A complete table cutlery plant, with up-to-date machinery, all of which is nearly new, and in good order for immediate operation. A splendid opportunity for a few practical cutlery men, with limited capital, to build up a paying business, as the entire product can be sold on contract in advance.

For terms and particulars, address

J. B. WHITEHEAD,
Assignee National Cutlery Co,
Rockford, Ill.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

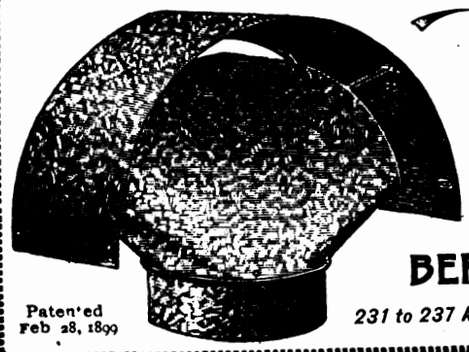
STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.



Perfection Ventilator.

NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. Co.,
231 to 237 Arch St., PHILADELPHIA, PA.

Patented Feb 28, 1899

EGG BEATERS.

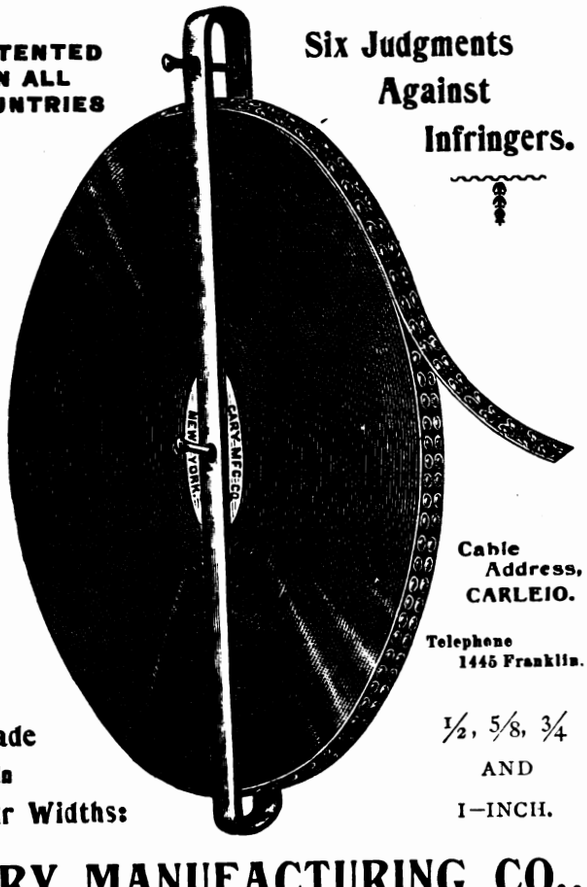
We make the largest line in the world. Send for samples and prices.
STANDARD Co.,
33 Haverhill St., Boston, Mass., U.S.A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, 5/8, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York

WROUGHT BRASS BUTTS.

Width when Open, and Sizes of Screws Required.

WIDTH OF BRASS BUTTS, WHEN OPEN.

Size.....Inches	¾	⅞	1	1⅛	1¼	1⅜	1½	1⅝	1¾
Narrow.....Width	⅝	⅝	⅝	¾	¾	⅞	⅞	1	1
Middle.....	¾	¾	¾	⅞	⅞	1	1	1	1
Broad.....	⅞	⅞	⅞	1	1	1⅛	1⅛	1⅛	1⅛
Desk.....	1¼	1⅜	1⅜	1¾	1⅞	2	2⅛	2¼	2⅜

Size.....Inches	1⅞	2	2¼	2⅛	2¾	3	3¼	3½	...
Narrow.....Width	1	1	1⅛	1¼	1⅜	1⅜	1⅜	2	...
Middle.....	1⅛	1⅛	1¼	1⅜	1½	1⅝	1⅝	2⅛	...
Broad.....	1¼	1¼	1⅜	1½	1⅝	1⅝	2	2⅛	...
Desk.....	2¾	3	..	...	...	...	...	...	...

BRASS BUTTS ARE COUNTERSUNK FOR SCREWS AS FOLLOWS:

Size.....Inch	½	¾	⅞	1	1⅛	1¼	1⅜	1½	1⅝
Narrow....Size of Screw	0	1	1	2	2	3	4	4	4
Middle.....	0	1	1	2	2	3	4	4	4
Broad.....	0	1	1	2	2	3	4	4	5
Desk.....	1	2	2	4	4	4	4	5	5

Size.....Inch	1¾	1⅞	2	2¼	2⅜	2⅝	3	3¼	3½
Narrow....Size of Screw	4	5	5	5	6	6	7	7	7
Middle.....	4	5	5	5	6	6	7	7	7
Broad.....	4	5	5	5	6	7	7	7	8
Desk.....	6	6	7	...	...	...	...	...	...

EMERY AND CORUNDUM

ARE RANKED OR GRADED AS FOLLOWS:

Nos.	8-10	Represents a	Wood rasp.
"	16-20	"	Rough file.
"	24-30	"	Middle cut file.
"	36-40	"	Bastard cut file.
"	46-60	"	Second cut file.
"	70-80	"	Smooth cut file.
"	90-100	"	Superfine cut file.
"	120-FFF	"	Dead smooth file.

Baeder & Adamson's Emery Paper and Cloth

COMPARE WITH GRADE AS FOLLOWS:

Nos.	000	00	0	100	½	1	1½	2	2½	3
Emery....	Crocus	Flour	120	100	90	80	70	60	54	46

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House.. 30%

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co. and Hicks, trimmed edge.. 47 @ 50c
U. M. C. Co. and Hicks ground edge.. 47 @ 50c
F. L., Waterproof, 1-10.. 37 @ 40c
Musket, Waterproof, 1-10's.. 58 @ 60c
G. D.. 33 @ 35c

CARTRIDGES—

Rim Fire Cartridges.. 50%
Rim Fire Military.. 15%
Cent. Fire, Pistol and Rifle.. 25%
Cent. Fire, Military and Sporting 15 & 5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.. 10&5%
Blank Cartridges, 32 cal.. 10&5%
Primed Shells and Bul'ts.. 15&5%
B. B. Caps, Round Ball.. 25&10%
B.B. Caps, Con. Ball, Swgd.. 25&10%

PRIMERS—

Berdan Primers.. 10%
B. L. Caps (for Sturtevant Shells).. 10%
All other Primers.. 10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50.. 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓%
Brass Shot Shells, 1st quality.. 30%
Brass Shot Shells, Club, Rival and Climax.. 65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"Black Club," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
"Trap," Nitro Powder...40&10& 10&5%

GUN WADS—$ 1000—

B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
} 20%

SHOT—

Drop Shot, sizes smaller than B, 25-lb bags $ bag.. $1.45
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.. $ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.. $1.70
Drop Shot, B and larger sizes, 5-lb bags, $ bag.. $ .40
Buck Shot, 25-lb bags, $ bag.. $1.70
Buck Shot, 5-lb bags, $ bag.. $ .40
Chilled Shot, 25-lb bags, $ bag.. $1.73
Chilled Shot, 5-lb bags $ bag.. $ .40
Dust Shot, 25-lb bags, $ bag.. $2.10
Dust Shot, 5-lb bags, $ bag.. $ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each.. .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each.. .45
Orange [illegible] "Extra,"
F, FF, FFF, in canisters of 1 lb each.. .25
F, FF, FFF, in canisters of ½ lb each.. .15
F, FF, FFF, in canisters of ¼ lb each.. .12

KEG POWDER—

Orange Duckling,
Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each.. 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each.. 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each.. 2.25
Orange, Special,
Nos. 1 and 2, in kegs of 25 lb each.. 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each.. 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each.. 1.50
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25 lb each.. 4.00
F, FF, FFF, in ½ kegs of 12½ each.. 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each.. 1.25
Meal Powder,
In kegs of 25 lb each.. 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder,
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each.. 2.25
Blasting and Mining, "A,"
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.. 2.25
Blasting and Mining, "B,"
CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each.. 1.50
Fourth of July Powder,
In kegs of 25 lb each.. 2.25
Laflin & Rand Smokeless,
10-Can Drums.. 9.00
Single Canisters.. 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each.. .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each.. .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each.. .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each.. .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each.. .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each.. .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.. $8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb.. 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb.. 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb.. 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb.. 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb.. 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb.. 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb.. 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼.. 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb.. 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb.. 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb.. 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb.. 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb.. 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb.. 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.. $22.00
Half Kegs, equal in bulk to 12½ lb Black Powder.. 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder.. 5.75
Canisters, equal in bulk to 1 lb Black Powder.. 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose,
Camp's Success.. $ doz. $3.80
Galien Safety.. $ doz. $3.75
Hartman's Pivot.. $ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.. $ doz. $3.25
Western.. $ doz. $3.75

Anti-Rattlers—

Fernald, Wire.... $ doz. pairs. .75
Burton's, No. 2.... $ doz. pairs. .75
Burton's, with bolt holder, No. 1.. $ dos. pairs. $1.00

Kohler's:
Invisible, No. 3.. $ gro. $6.80
Perfect, No. 2.. $ gro. $7.00
Bolt Holder, No. 1.. $ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....4 & 10%
Trenton.....8½@9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.. 40%
Holt's.. 40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.. 60%
Forstner Pat. Bits.. 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30. 60%
Nobles Double Spur, No. 32. 70&10%
No. 10 Extension Lip.... 40@40&10%
No. 10 Extension Lip pattern car bit.. 40@40&10%
Pat. Car Bits, No. 10.. 40%
Pat. Car Bits No. 30.....50&10@60%
Ring Augers.. 70&10%
Pugh's Black.. 20%
Snell's Jennings' Pattern.. 70%
Snell's Car Bits.. 60&10&5%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—

Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.... 25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.. 20%

EXPANSIVE BITS—

C. E. Jennings & Co.. 33⅓&
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00. ....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—

Common.....$ gro. $2.75@$3.25
Diamond $ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@55&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood....40% for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....60%
New Process.....60&10%
Standard.....60&10%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, $ gr.....$3 00@$3.25
H'ld Scratch $ gr.....$3.50@$4.00
Pat. Peg $ gr.....33@35c
Sewing, Com.....$ gro., 85c@$1.00
Should. Peg $ gr.....$1.35@$1.45
Shouldered Brad. $ gr...$1.50@$1.65
Socket Scratch $ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad..... .....40&10%
Patent Pegging.... .....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10.. 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.. 50%
Ice Awls.. 66%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands. $5.00@$5.25
First quality, other " $4.50@$4.75
Beveled add 50c $ doz.

HATCHETS—

Collins.....
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.. 45%
Empire Brand.. 50&10%
Fayette R. Plumb:
Broad, New List.. 40&7½%
Lathing.. 40&12½%
Shingling.. 40&12½%
Warehouse.. 40&12½%
Vulcan Tool Co.. 50%
D. Simmons & Co.:
Broad.. 50&5%
Shingling and Claw.. 50&5%
Lath, Hunters' etc.. 50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box.. .15
2-lb box.. .25
10-lb pail.. $1.20
25-lb keg.. $2.75
50-lb keg.. $5.00

Balances—

Chatillon's:
No. 2000 20 30
$ doz. 75c 85c $1.65 net
Circular Balances.. 60%
Straight Balances.. 50%
Circular Spring Balances. 50&10@60%
Common 24 lb.. $ doz. 80c net.
Ice.. 50&10%
Straight Spring balances. 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.. 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.. 25@30%
Tinned, each, $7.50.. 25@30%

Bells—

HAND—

Extra Heavy Brass.. 65&10%
Light Brass.. 70&10%
Globe (Cone's Patent).. 40@40&10%
Silver Chime.. 40@40&10%
White Metal.. 70%

DOOR—

Crank, Cone's.. 10%
Gong, Abbe's.. 40@40&10%
Gong, Barton's.. 40&10@50%
Gong, Yankee.. 55&10%
Lever, R. & E. Mfg. Co.'s. 60@60&10%
Multi-Stroke.. 50%
New Departure.. 45@50%

COW—

Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.. 75%
Texas Star.. 50&10%
Western, Sargent's list.. 75%

Bellows—

Blacksmith's.. 70@70&10%
Hand.. 50&5@50&10%
Moulders.. 50&5@50&10%

Belting, Rubber—

Boston Belting Co.;
"Boston".. 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.. 60&10%
Shield High Grade.. 50&10%
War. 2 XL.. 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..℔ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ℔ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ℔ ℔.....9¼@9½c
Standard. ℔ ℔.....9¼@9½c
Manila, ℔ ℔.....10@ 0½c
Pure Manila, ℔ ℔.....10¼@10¾c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ℔ doz. $15.00.....45%
Ives' ℔ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..℔ doz. $3.....33⅓%
Excelsior..℔ doz. $10.00....50&10&2%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ℔ gro. sets.....$5.50
Gorhans Improved Star Tenon ℔ gro. $1.00.....25%
Merriman's Brass Lever ℔ gr. $15.00
Merriman's Iron Lever ℔ gr...$9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.06
Van Sand's.....55&10%
Washburn's Plate ℔ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%

Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c., 60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....70@10%
Machine.....70@10%
Carriage, Common.....70%
Norway Iron, list Oct. '84.....70&10%
Phila., Eagle, list $3.00.....75&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96. 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96.75&10%
Norway, Phila., list Feb. 26, '96. 70&10%
Common, list Feb. 28, '83.....70&10%
R. B. & W., list Oct. 16, '84.....70%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....70%
MISCELLANEOUS—
Sink.....70%
Sleigh Shoe.....75&10%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@ 0%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1⅛ inch, ℔ gro.....$4.50@$5.00
inch, ℔ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball-American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ⅛ High Pressure Brazers.....$34.80
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list Ap'l 1, '99 40&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10 @50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....℔ gross $2.75@$3.00
Goodell's Acme.....℔ gr. $6.00
No. 5, Iron Handle, ℔ gr....$2.00@2.25
Sardine Scissors...℔ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ℔ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ℔ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Montross' "Excelsior," $6.00 ℔ Doz.....80%
Bullard's.....33⅓%
Cast Iron Steel Points, ℔ doz. 75@80c
Cast Steel, Polished.....℔ doz. $2.25
Socket.....℔ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Amer. Queen. } Cyco-Bearing
Crystal.....℔ doz. $36.00
Gold Medal.....℔ doz. $24.00
Grand.....℔ doz. $36.00
Grand Rapids.....℔ doz. $22.00
Hall.....℔ doz. $60.00
Prize.....℔ doz. $24.00
Premier.....℔ doz. $24.00
Superior.....℔ doz. $24.00
Welcome.....℔ doz $24.00
Hotel.....℔ doz. $4.00
Crown Jewel, japan finish, ℔ doz $19.00
Crown Jewel, nickel, ℔ doz. $31.00
Furniture Protector, Japan.....℔ doz. $33.00
Furniture Protector, Nickel.....℔ doz. $24.00
"Standard A," Jap...℔ doz. $20.00
"Standard A," Nick..℔ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....℔ doz. $2.00
Child's.....℔ doz. $2.50
Little Daisy.....℔ doz. $1.50
Little Jewel.....℔ doz. $6.00
Little Queen.....℔ doz. $3.50
Minsee.....℔ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ℔ doz. net $18.00
"Criterion," ℔ doz. net.....$16.00
"Popular," ℔ doz. net.....$12.00
"Sovereign," Jap. ℔ doz. net.$17.00
"Sovereign," Nic. ℔ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$18 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap..	$20.00
Rapid, Broom-Action, Nic...	$22.00
Select, Broom-Action, Jap..	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic	$24.00
Common Sense, Cam-Aotion, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$24.00
Our Own, Cam-Action, Nic..	$24.00
Imperial, Cam-Action, Nic..	$25.00
Model, Cam-Action, Nic.....	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60& 0%
French or Phila.....60@66⅔%
Globe Wheel.....65@65& 10%
Martin's Patent (Phœnix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50& 10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....℔ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....℔ gro $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....℔ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....℔ gro. $6.60

Chain—
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.35	4.85	3.95	3.40	3.25	3.15	3.00	2.90

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg Co. Halter Chain..45&2%
Covert Mfg. Co. Heel Chain..45&2%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains, New List.....60&10&5@70%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ℔ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10%
C. E. Jennings & Co. No 70...35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....35 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ℔ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Balz Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—
Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....℔ doz. $3.00
Star Shank.....℔ doz. $3.75
Star Socket.....℔ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00...15%
New '98, Chicago..Each $3.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....℔ doz. $7.50 net
Monitor.....℔ doz. $8.00 net
Stewart Pat.....℔ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....35⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$25.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ₩ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No, 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....30@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz, $85.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.25
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$7.50
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00
Rival.....₩ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$8.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric....6 c. each.
Gas Burners, Electric....50 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....30c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each. Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, F	CF FF.
Kegs, ₩ lb..4½c	5c	8c		
½ kegs, ₩ lb.4¾c	5¼c	3½c		
¼ kegs, ₩ lb. 5c	5½c	3½c		
10 lb cans, 10 in case.... 6c	6½c	5½c		
10 lb cans, less than 10.. 10c	10c	8c		

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$38.22
No. 4-A High Pressure Double Walled.....$19.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....20%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $2.70
Wilkinson's.....₩ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz, $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—

DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....30%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, No. 2, No. 3, No. 4,
$4.00 $2.50 $1.50 $1.00 ₩ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....35@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—

HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10@70%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 36c } 80@80&5%
Over 5 lb.....₩ lb 30c
Heavy Weights.....80@80&10%
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&10%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..60&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.35	1.50

60&10@70%

Digitized by Google

Drawer Handles.....90%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.62
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....60⅔%

WOOD—
Auger, assorted.....℔ gr. $2.25@2.50
Auger, large.....℔ gr. $3.00@3.25
Auger, Douglass', Pat. ℔ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛.....40%
Auger, Swan's, Pat. ℔ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....℔ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut.....50%
File, assorted.....℔ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ℔ gr. $2.25@2.50
Firmer Chisel, Apple large ℔ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ℔ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ℔ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ℔ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2 %
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle. 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60 &5%
New Model.....4 &5%
Parlor, Standard.....4 &10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ℔ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50&50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....55&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@80&10&10%
Terry's Modern....60&10@80&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....80&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00 60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ℔ doz.....40&10%
Wrought.....85&10&5@90¢
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 32 and 34 50&10@50&10&5%
Rolled Plate..... } 70&10@70&10&5%
Rolled Raised.... }
Plate Hinges "Providence" 6 to 12 in. ℔ D, 5c. 14 to 36 in. ℔ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ℔ D..2¾c; 14 to 20 in., ℔ D..2½c; 22 to 36 in., ℔ D..2¼c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges.....70@70 &10%
Heavy T Hinges....75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Zell's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ℔ gro.....$7.50
New Idea, No. 2, ℔ gro.....$18.00
Rex.....℔ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....℔ gro. $8.00
Columbia, No. 18.....℔ gro. $24.00
Crown.....30%
Gem.....33⅓%
Knoxall.....℔ gro. $6.00
Oxford.....30%
Wiles' No. 1, ℔ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....℔ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E....℔ doz $7.80.....60@60&10%
N. E. Reversible.....℔ doz $5.60 60@60&10%
N. Y. State..℔ doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ℔ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....80&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....80&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....80&10%
Champion Gravity Locking, No. 75.....80&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....80%
Niagara Gravity Locking, Nos 1, 3 and 5.....80&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ℔ doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ℔ doz. $3.50 net
Crescent Cultivator, 7 in. ℔ doz. $3.75 net
Crescent Double-Bit ℔ doz. $3.75 net
Crucible Cut-Easy..℔ doz. $4 50 net
Cotton.....80&7½%
Dunlap's Boys', Ladies', Toy.....3%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&25%
Magic.....℔ doz $4.90
Mattock Hoe.....℔ doz. $8.75 net
Planter's.....80&15%
Texas Cut-Easy.....℔ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....20@30%

Hog Rings and Ringers—
Hill's:
Rings.....℔ gr. boxes..$3.00@3 25
Ringers.....℔ doz. 50@55c
Kohlers, Horse Nail, Ringers, ℔ gro. $9.00
Perfect Rings.....℔ gro. $7.00@$7.50
Perfect Ringers.....℔ doz. 85c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&1 %
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&50&1 %
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ℔ doz. $5.00: Medium ℔ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...5 &10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....℔ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ℔ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....80&10%
Crescent, Coat and Hat.....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	23c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c.....net
Ausable.....26c 26c 25c 24c 23c. 40&10&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..25c 25c 25c 24c 23c 40&5&5%
Clinton Fin.19c 17c 16c 15c 14c. 20&10&5%
Essex.....26c 26c 25c 24c 23c. 40&10@50%
Lyra, all sizes.....9½c., net
Maud S.....25c 23c 22c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n.25c 23c 22c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden.9½c 9½c9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.70@$5.25
Gibbs' Rubber Cush'd, ℔ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.50
Perkins Improved Snow.....℔ D 4c
W. & B. Rubber Pad....℔ set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....℔ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....℔ doz. $12.00 } 33⅓&10%
Ice Crusher, No 3, ℔ doz. $3.00 }
Ice Crusher, No. 2, ℔ doz. $6.00 }
Ice Crusher, No. 1, ℔ doz. $20.00 }
Ice Tools.....℔ doz. $4.00 }
Sargent's Ice Awls.....50%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00... 25@30%
No. 34.....℔ doz. $15.00..25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives.℔ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ℔ gr.....$1.25@$1.50
Carriage, Jap.....℔ gro. 80c, 60&10%
Door Knobs, Hemacite.....50&10%
Door Mineral.....℔ doz. 60@65c
Door Por. Jap'd.....℔ doz. 65@70c
Door Por. Nickel...℔ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70¢
Yale & Towne Wood, list Dec. '85. 40%

Digitized by Google

Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$4 00 $5.25 $6.50 each net
Pennsylvania....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....35&30%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—
Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—
Lead Pipe, full lengths....₩ ℔ 6¾c
" " cut lengths....₩ ℔ 7¼c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 37½c
Sheet Lead, full rolls....₩ ℔ 7¾c
" " cut rolls....₩ ℔ 8¾c
Quantity discount 30%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50. 30%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....60@60&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Yale....net prices
CABINET—
Eagle Lock Co....8⅓%
Corbin....33⅓%
Yale....33⅓%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....35%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Cronk's Garden....33⅓%
Regular Goods....75%

Meat Cutters—
American....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's....₩ doz 33⅓%
Nos....1 2 3 4
$14 $17 $19 $30
Enterprise....25@25&7½%
Nos....5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern ₩ doz....70@70&5%
Nos....11 13 13
$27 $33 $45
Home No. 1..₩ doz $26....60%
Little Giant....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₩ doz...45@45&10%
Nos....1 2 3
$22 $30 $40
Woodruff's ₩ doz....33⅓%
Nos....100 150
$15 $18
Beef Shavers (Enterprise)....35@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—
Enterprise....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....85@85&5%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $13.00, 20%
National....₩ doz. $24.00, 40%
Pelican....₩ doz $9.00, 40&40&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled....₩ gro. $10.00
Hunters' Cup Point, Plain....₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.35
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co....60%

Nuts—
Cold Punched, Square, off list. $5 80
Hex, off list....$6.10
Hot Pressed, Square, off list..$6.10
Hex, off list....$6.80

Oilers—
Brass and Copper....50&10%
Cushman & Denison's:
Gem....₩ doz. .50
Leader....₩ doz. .60
Perfect Oilers....₩ doz. $1.40
Star Pocket Oilers....₩ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&2@2%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓&10%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ ℔.... .24
" 2x2x⅝, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanizing, Pure per ℔ 70c....30&5%
Extra....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ ℔
Cotton Packing....13c@14c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@5½c ₩ ℔
Russian Packing...12½c@13½c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star....₩ doz 4.00
New Lightning....₩ doz 5.50
Penn....₩ doz 3.75
Perfection....₩ doz 4.00
Reading, 72....₩ doz 4.00
Reading, 78....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 30%
Turntable, Old Style....₩ doz 4.50
Turntable, 1898....₩ doz 5.00
White Mountain....₩ doz 4.00
POTATO—
Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00 @7.50
Lead....₩ gro. 2.18@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 8.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@50%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@25&10&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to 30
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....20&5@25%

Pliers and Nippers—
Button's....70%
Carew's Pat. Wire Cutters....35%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose,....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ ℔ .8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—
Disston's Samson Digger, ₩ doz. $31.50....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No. 25....₩ doz. $10.00
Invincible, No. 6....₩ doz. $ 9.00
Pioneer, No. 714....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49....₩ doz. $12.00
New Champion, No. 37 ₩ doz. $ 8.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 48.....₩ doz. $3 50
American, No. 33.....₩ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₩ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔&@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@5&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump..... ....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

Barn Door, Light, In.	⅛	⅝	⅜
Per 100 feet.....	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₩ foot.....2¾c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
O. N. T. Style.....₩ foot, 2 c
Competition.....₩ foot, 2¼c
Double Braced.....₩ foot, 2¾c
Lanes' O. N.T.....₩ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron, ₩ ft. 6½c
Sliding Door, Iron, Painted....₩ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₩ D, 36c.....30&10%
Terry's Steel Rail, ₩ foot.....8¼c
Victor Track Rail, 7c ₩ foot, 60&10&2½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbe':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3 2-@$3 15
Lawn Queen, Impr'd, net ₩ doz. $3.3-@$3.50
Jumbo.....net ₩ doz. $7.00 @$8 00
Paragon....net ₩ doz. $2.85@$3 00
Malleable..... 75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....25%
Westenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated..... .....50%
White Porcelain.....30%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40@10&10%
Hose with Burrs.....40@10&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk 70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or coppered..... .....70%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—
Cotton Rope, Best, ¼ in. and larger.....₩ D 13 @14c
Medium, ¼ in. and larger.....₩ D 10 @12c
Common, ¼ in. and larger.....₩ D 8½@10c
Jute Rope.....₩ D 5½@ 6c
Manila:
7-16 in. and larger..₩ D 9¾c
⅜ in.....₩ D 10¼c
¼ and 5-16 in.....₩ D 11¾c
Hay Rope, Med.....₩ D 13½c
Sisal:
7-16 in. and larger....₩ D 9¾c
⅜ in.....₩ D 10¼c
¼ and 5-16 in.....₩ D 9¾c
Med. L'th Y'rn.....₩ D 8¼c
Hay Rope.....₩ D 8¼c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10@10&10%
Ivory.....40&10@40&10&10%

Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₩ D 4@4½c
Chinese Sad.....3¼@3½c
Crown, Polished.....₩ doz. $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ D 2¼@2¼c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.....30&5%
Self-heating.....₩ doz $10.00, 30%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ D 3@3¼c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₩ D 10@16c
Cable Laid Russia....₩ D 13½c@14c
Common India.....₩ D 8½c@ 9c
Common Russia Sash. ₩ D 12½c@13c
Patent India.....₩ D 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ D 30c
"Samson" Braided Drab, Cotton.....₩ D 35c
"Samson" Braided Italian Hemp.....₩ D 33c
"Samson" Braided Linen, ₩ D 56c
Silver Lake:
A Quality, Drab.....₩ D 40c. 15@15&7½%
A Quality, White.....₩ D 35c. 15@15&7½%
B Quality, Drab, ₩ D 35c..... 15@15&7½%
B Quality, White ₩ D 30c..... 15@15&7½%
United States:
B Quality.....₩ D, 18c
C Quality.....₩ D, 16½c
White Cotton, Hard Braided, ₩ D. 16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety .....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob 65%
Wrought Bronze and Brass..62½%
Cast Iron.....66⅔&5%
Cast Bronze and Brass.....66⅔%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—
Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide 60%
Band ¼ in. to 1¾ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts 55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....30%
Wood saw Blades.....40%
Wood Saw Rods.....25%
Hand Saws, Nos 12, 99, 9, 16, D100, D8, 120, 76, 77, 8..... ..25%
Hand Saws, Nos. 7, 107, 107½ 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon 30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....3 %
Hack Saw Frames.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D3 Clamp and Guide $30.00 ₩ doz.....25%

Saw Frames—
C. E. Jennings & Co.....20%
Red, Polished and Varnished...₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $25.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₩ doz..... .....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain....$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '82.50&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₩ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₩ doz. $6.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....35%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....80%
Coppered, Round Head.....75%
Drive Screws, Diamond Point...85%
Iron, Bright Flat Head.....85%
Iron, Br't R'd & Oval Head.....83⅓%
Nickel Plated, Iron Flat Head....80%
Nickel Plated, Iron R'd Head....80%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron R'd Head....80%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895. 80&10&5%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech. ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $3; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set.....$3.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1882.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9.55%
Kraut Cutters, 16x12, 20x 2.....40%
Enterprise.....20@40%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....60&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 5&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....60&6%
Rogers' Silver Metal.....50&10&6%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher 50%
Table 50%
Kitchen..... 5 %

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&25%
Carpet Tacks:
American, Blued....90&30@90&40%
American, Tinned...90&30@90&40%
Swedes Iron Tacks:
S. S.....90&30@90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&4 @90&50%
Common and Patent Brads..75&10%
Finishing Nails.....80&25%
Gimp Tacks:
S. S .....90&50%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80&25%
Steel, Tinned.....8.&25%
Upholsterers' Tacks:
S S.....90&50%

MISCELLANEOUS—

Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.00
Can Opener Carpet Tacks.₱ gr. $4.00
Dble. Point.90&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " ".....1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American Ass'n' Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps. ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₱ doz.$1.60
Floor Hooks, ¾ in. ₱ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₱ doz.....$2.25
Hanging Hooks for Double Steel Track, ₱ doz..... .50
Hanging Hooks for Single Steel Track, ₱ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .60
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.0

Digitized by Google

Malleable Rafter Brackets, ₩ doz. .85
Nellis Fork, each $1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car $2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $3.25
Rope Hitch, ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft. .09
Sprouts Shear Fork, each $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1.50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each $1.15
Wrought Rafter Brackets, ₩ doz. .45

Transom Lifters—

Ajax 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent 7c@7 &10%
Dicksons 60%
Nickel Plated 50&10%
Payson's Solid Grip, Nos. 303 and 304 ₩ 100, $12.00
Shaw's:
Copper Finished 80&10%
Lever 70@70&10%

Traps—

GAME—

Blake's Patent 60@60&10%
Enterprise Mole 15%
Newhouse 50@50&10%
Oneida Pattern 75&5@75&10%

MOUSE AND RAT—

Erie Rat 40@40&10%
Hotchkiss:
Metallic Mouse, ₩ doz. 65c
Improved Rat, ₩ gross, $12.50
New Rat, ₩ gross, $12.50
Mouse, Bonanza, ₩ doz 90c@$1.00
Mouse, Catch-'em-Alive ₩ dz $2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal, ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. $5.50
Yankee Rat Trap, ₩ doz. $11.00
J. M. Ma t Mfg. Co.:
Snap Shot, 2-Hole, ₩ gro., $4.00
Snap Shot, 4-Hole, ₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35, ₩ gr. $13.50
Electric Rod, ₩ gr. $16.50
Globe, ₩ doz., $1.25; ₩ gr. $13.50
Harper, ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick 30%
Disston's:
Brick and Pointing 30%
Plastering 25%
"Standard Brand" and Garden 40%
C. E. Jennings & Co.:
Brick 30%
Plastering 25%
Pointing 30%
Wm. Johnson's:
Brick 40%
Plastering 40%
Pointing 40%
W. & McP. Plastering 25@25&10%
Peace's Plastering 25@25&5%
Richardson 25@25&10%
"Rose" Brick Plastering and Moulders 30@30& 10%
Sargent's Garden, No. 1 70%
Sargent's Garden, No. 15 50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Vises—

Solid Box 60&10
V. W. & W. 60%

PARALLEL—

Armstrong's:
Combination 50%
Plain and Hinge 60%
Athol, Oval Slide 60&10%
Bonney's Champion 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's 40@40&10%
Howard's 40&10%
Little Giant Bench 25&10&5%
Lowell Hand 33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide 50&10@50&10&10%
Ball Clamp 45@45&10%
Gravity 10% net
Hand 15@15&10%
Moore's 20%
Parker's 20@25%
Oval Slide 50&10%
Victor 30%
Prentiss 20@25%
Sargents 70&10%
Simpson's Adjustable 40%
Stephens' 25@30%
Trenton 40&5@40&10%
V. W. & W. Parallel 40&10%
Coach Makers 4 &10%
Oval Slide 50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00 50&10%
Cincinnati 50%
Stearn's Com., No. 0, 1, 2, and 3. 50%
Stearn's Rubber Jaw, Nos. 10 and 33 33⅓%
Wentworth's 40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No 1 High Pressure Hot Air Vulcanizers $ 8.00
No. 2 High Pressure Hot Water Vulcanizers 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel 45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's 20&10&10%

Weed Extractors—

"Pastime" ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co. 40%
Clayton's 25&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection" 60%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire 20%
Bright Wire Goods, New list 40&10@10%
Cast Steel Wire 50%
Copper Wire net
Malin's Annealed and Tinned on Spools 60&10%
Malin's Brass and Copper on Spools 50%
Market Wire: On application
Brt. & Ann., Nos. 0 to 18
Cop'd, Nos. 0 to 18
Galv., Nos. 0 to 18
Tin'd, Tinned list Nos. 0 to 18
Picture Wire New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ lb. 60@70c
Stub's Steel Wire $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting 80&10@80&10&5%
Painted Screen Cloth good quality, ₩ 100 sq. ft. $1.20@$1 25

Wire Rope—

List.
Cast-steel 7⅛&2⅛&2% cash
Iron 7⅛&2⅛&2% cash
Iron, Galvanized 7⅛&2⅛&2% cash

Wire Rope Clips—

Crosby 25%

Wire Stretchers—

W. C. Heller's Grip ₩ doz. $1.60

Wrenches—

Agricultural 80@80&10%
Aiken's Pocket (Bright) $2.00@3.20
Alligator 70%
Armstrong's 40%
Baxter's 65&10@70%
Bemis & Call's:
Brigg's Pattern 80&10%
No. 2 Cylinder or Gas Pipe 55%
No. 3 Pipe, Bright 55%
Patent Combination Black 40&10%
Patent Combination Bright 40&5%
Boardman's 80@83⅓%
Cincinnati Tool Co:
Bit 15@15&10%
Standard Brace 15@15&10%
Coes':
Genuine 40&10&5&5&3%
"Mechanics'" 40&10&10 &5&5&3
Donohue's Engineer 40&10
Eagle Pipe 50&10%
Stillson Pipe 45%
Stillson Pipe and Nut 40%
Trimo Combination 40%
Trimo Pipe 50&10%
Acme 60@60&5%
Always Ready 35@40&10
Bull Dog 60&10%
Hercules 70&10@75%
J. H. Williams & Co 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894 2%
National Wringer & Mfg. Co., list Jan. 1, 1895 2%
Peerless Mfg. Co., list Feb., 1893 2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels ₩ gallon 50c
Linseed, City, Boiled, in barrels ₩ gallon 52c
Out of Town on Spot ₩ gal. 50c
Calcutta, Raw, in bbls. ₩ gal. 58c
Lard, Prime City ₩ gal. 47@48c
Extra, No. 1 36@38c
No. 1 33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb. 5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net 6¼
In lots of 500 pounds and over, ₩ lb. 5½@5¾c
White Lead, Foreign, in Oil, ₩ lb 8½@9c
Litharge, Kegs, ₩ lb. 5½@6c
Zinc, American, Dry, ₩ lb. 4¾@5c

Putty—

In bbls. and half bbls. 1¾@1⅞
Putty in Bladders 1⅞@2
Putty in Tins 2@2¼

Spirits Turpentine—

In regular bbls. @44½c
In machine bbls. 43 @—c

Dry Colors—

Blue, Chinese	₩ lb 20	@25 c
Blue, Prussian	₩ lb 29	@33 c
Blue, Ultramarine	₩ lb 6	@20 c
Sienna, Italian, burnt & powdered	₩ lb 4½	@10 c
Sienna, Italian, raw & powdered	₩ lb 3	@7 c
Umber, Turkey, burnt	₩ lb 2½	@3½c
Umber, Turkey, raw	₩ lb 2½	@3½c
Green, Chrome, Ordinary	₩ lb 4	@11
Green, Paris, in bulk,	₩ lb 15	@1
Indian Red, American	₩ lb 2½	@ 3 c
Indian Red, English	₩ lb 4½	@8½

Colors in Oil—

Black Lampblack, Best	₩ lb 13	@15 c
Black Lampblack, common	₩ lb 7	@ 10 c
Blue, Chinese	₩ lb 35	@40 c
Blue, Prussian	₩ lb 25	@35 c
Blue, Ultramarine	₩ lb 18	@20 c
Sienna, bur't	₩ lb 14	@18 c
Sienna, raw	₩ lb 14	@18 c
Umber, burnt	₩ lb 12	@16 c
Umber raw	₩ lb 12	@16 c
Brown, Vandyke	₩ 12	@16 c

ALASKA SOLDERING IRON HANDLE



. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

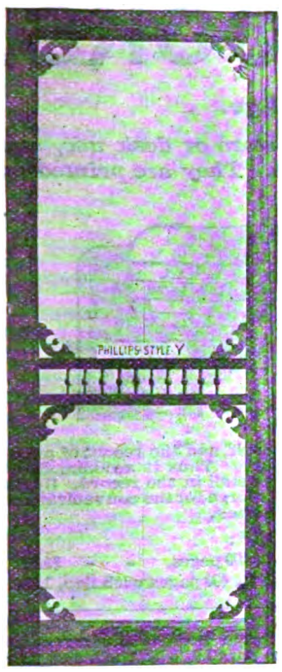
FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

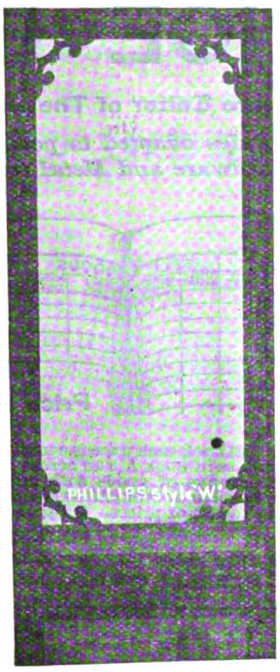
The Brownfield Buyer's System

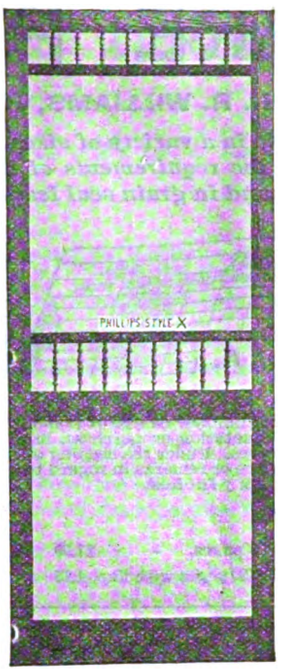
Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

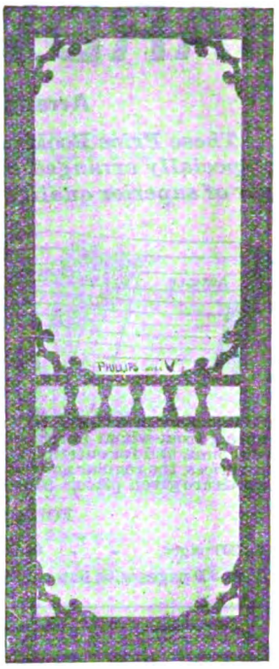
THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google





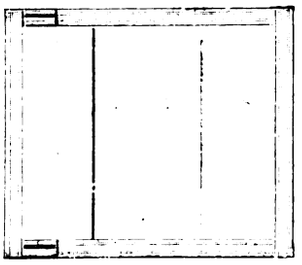






If you placed your order for Phillips Screen Goods, you now have reason to congratulate yourself. The proper thing to do next is to put yourself in shape to supply your customers with our fine made-to-order Screens. Write us for particulars.

THE A. J. PHILLIPS CO., FENTON, MICH.



RUSSELL & ERWIN MANUFACTURING CO.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

MANUFACTURERS OF

BUILDERS' AND OTHER HARDWARE.



Wrought Steel

SHELF BRACKET

Japanned Finish,
Oroide Finish,
Nickel Plated Finish,
Bronze Plated Finish No. 7½.



WROUGHT PADLOCKS.

"COLUMBIA"

Ivory Black, Oroide Finish, and Brass Cases.
2 Nickel Plated Steel Keys.

WROUGHT STEEL DOOR LOCKS.

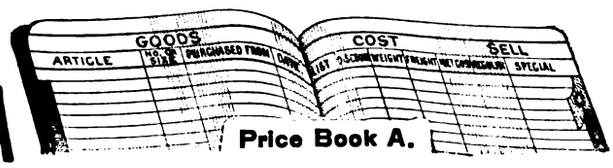
Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



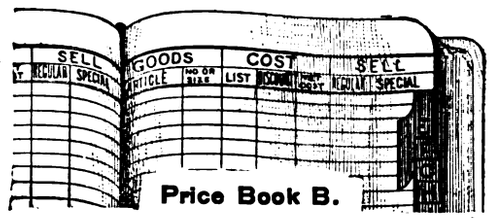
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages, - - $1.00 **A 2**, 400 pages, - - $1.50
A F, 200 pages with flap, 1.25 **A F 2**, 400 pages with flap, 1.75

B



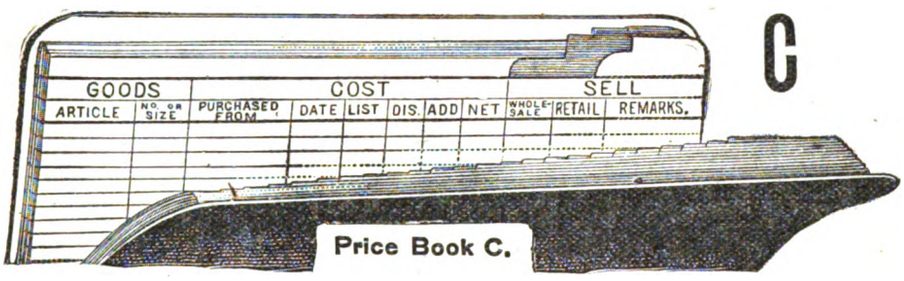
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages, - - $1.00 **B 2**, 400 pages, - - $1.50
B F, 200 pages with flap, 1.25 **B F 2**, 400 pages with flap, 1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¼ inches.***

FOUR EDITIONS:

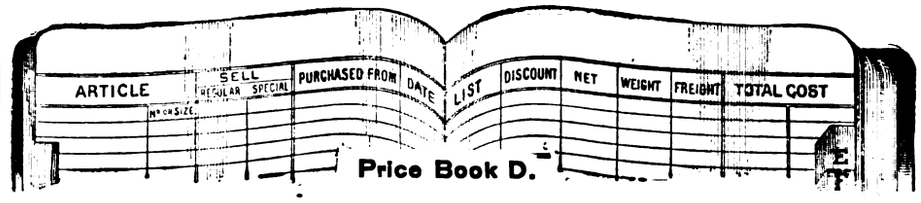
C, 200 pages, - - - $1.00
C F, 200 pages with flap, - 1.25
C 2, 400 pages, - - - 1.50
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages, - - - $2.00
D F, 200 pages with flap, - 2 50
D 2, 400 pages, - - - 3.00
D F 2, 400 pages with flap, 3.50

D



Price Book D.

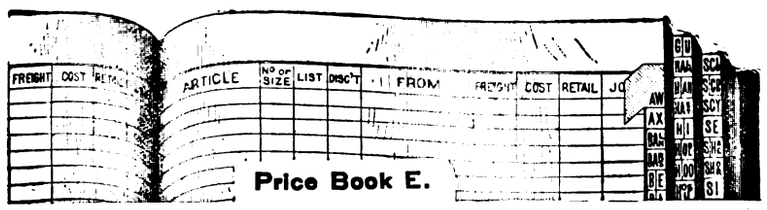
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU For Chisels, turn to CHI For Iron, turn to IRO
" Parers, Apple " PAP " Cutlery, " CUT " Irons, " IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

E



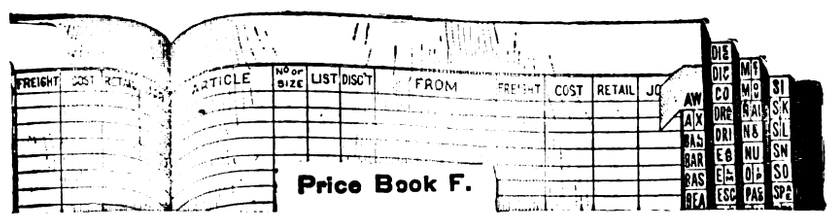
Price Book E.

AD GU SCI
AN HAM SCR
AU HAN SCY
AW HAT SE
AX HI SHE

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.

F



Price Book F.

AD DIE MF SI
AN DIP MO SK
AU DO NAI SL
AW DRE NE SN
AX DRI NU SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St., New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.

Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.

Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.

E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.

Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.

The Audit Co., New York, N. Y.

Augers.

Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.

Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.

Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Basin Plugs.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.

Magnolia Metal Co., New York.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.
New Departure Bell Co., Bristol, Conn.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn
Iver Johnson's Arms & Cycle Works. Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Miller & Van Winkle, Brooklyn, N. Y.
New Departure Bell Co., Bristol, Conn.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Wm. Read & Sons, Boston, Mass
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Blind Hinges.

Stanley Works, New Britain, Ct.

Bits.

Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.

Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.

Folding Paper Box Co., South Bend, Ind.

Box Openers.

Smith & Hemenway Co., New York, N. Y.

Box Straps.

Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Brass Goods.

Loeb & Co., New York.

Brass, Manufacturers.

Waterbury Brass Co., New York

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butter and Cheese Cutters.

E. G. Bennett, Everett, Mass.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.

Fox Cutlery Co., Hoboken, N. J.

Calipers.

Alfred Field & Co., New York.

Car Sealers.

Charles Morrill, New York.

Carpenter's Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Carpet Stretchers.

R. W. Montross, Galien, Mich.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.: New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.

Underhill, Clinch & Co., New York.

Chucks.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers.

John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.

Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago

Countersinks.

H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.

Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

E. P. Bellows Agricultural Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

E. P. Bellows Agricultural Co., New York.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Ulrich Mfg. Co., Rock Falls, Ill.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Mansfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Merrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Cutters.

E. P. Bellows Agricultural Co., New York.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Hoops.

Weaver, Palmer & Richmond, Rochester, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co, New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
A. E. Hutchinson, Newark, N. J.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Alder & Boyd, New York.
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Pokers.

Troy Nickel Works Albany N. Y.

Digitized by Google

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.

Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co, New Haven, Conn.
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
A. E. Hutchinson, Newark, N. J.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, *N. Y.*

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co. Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.

Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.

Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.

Tacks.

Salem Nail Co, New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Thuroscopes.

Bayer & Co., Philadelphia.

Tiles.

Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Traps.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport. Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W.N. Co., Newark, NJ.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Twine.

Samson Cordage Works, Boston.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.

Chas. H. Gillespie & Sons, Jersey City, N. J.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.

Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.

E. P. Bellows Agricultural Co., New York.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Window Weights.

Barney & Reed Mfg. Co., Boston, Mass.

Wire, Manufacturers.

Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Loeb & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.

Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro, Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc.

Bruce & Cook, New York.

Zinc Nails and Tacks.

Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
Allerton-Clarke Co 32
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co.....7
Arcade File Works.....39
Arcade Mfg. Co.....2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....18
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co.....1
Audit Co.....47
Ausable Horse Nail Co.....3

B

Baeder, Adamson & Co.....5
Bardsley, Jos.....41
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.....68
Barney & Reed Mfg. Co.....33
Barrett, W. L.....1
Bayer & Co.....1
Berger Bros Co.....14
Berger Bros. Co.....70
Berger, L. D.....4
Bicycle Step Ladder Co.....46
Bigelow, J. F.....11
Bissell Carpet Sweeper Co.....15
Boardman (Luther) & Son.....45
Bomnner Bros.....68
Boston Belting Co.....9
Boston & Lockport Block Co.....4
Brass Goods Mfg. Co.....50
Browne & Mansfield.....43
Bruce & Cook.....17
Bryan Mfg. Co.....4
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....45
Capewell Horse Nail Co.....68
Cary Mfg. Co.....10
Chadborn & Coldwell Mfg. Co.....8
Champion Safety Lock Co.....41
Champion Steel Range Co.....2
Chatillon (John) & Sons.....6
Clark & Cowles.....5
Cleveland Stone Co.....7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co.....9
Coates Clipper Mfg. Co.....10
Coes Wrench Co.....7
Coldwell Lawn Mower Co.....9
Conroy (P. J.) Co.....46
Contractors' Plant Mfg. Co.....2
Cooney, Seiner & Co.....2
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cushman & Denison.....37

D

Darby (Edward) & Sons.....67
Dickinson, Thos. L.....41
Disston (Henry) & Sons.....5
Divine Bros.....2
Dixon (Jos.) Crucible Co.....5
Dunbar Bros.....1
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works.....13
Economy Fencil Adv. Co.....89
Edgar Mfg. Co.....15
Edwards Sad Iron Co.....37
Ellis & Helfenberger.....48
Enterprise Mfg Co. of Pa.....8
Erie Specialty Co.....2
Estey Wire Works Co.....41

F

Field (Alfred) & Co.....46
Fitch (W. & E. T.) Co.....1
Folding Paper Box Co.....68
Fox Cutlery Co.....10
Fuller Bros. & Co.....2

G

Gilbert & Bennett Mfg. Co.....67
Gillespie (Chas. H.) & Sons.....5
Gl ddan Varnish Co.....33
Gloekler, Bernard.....7
Goodell Co.....38
Goshen Sweeper Co.....45
Gould Packing Co.....67
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co.....2
Hardwaremen's Exchange.....48
Hardware Publishing Co.....60
Harrington & Richardson Arms Co.....8
Hartley & Graham.....1
Heinisch's (R.) Sons Co.....38
Heller (W. C.) & Co.....5
Hill Dryer Co.....9
Hill (N. N.) Brass Co.....50
Holmes & Edwards Silver Co.....46
Holroyd & Co.....7
Howard Iron Works.....38
Hutchinson, A. E.....13

I

Iowa Farming Tool Co.....45
Ives (H. B.) & Co.....13

J

Jennings (C. E.) & Co.....1
Jennings (Russell) Mfg. Co.....67
Johnson's (Iver) Arms & Cycle Works.....37

K

Kearney & Foot Co.....41
Keuffel & Esser Co.....3
Kilbourne & Jacobs Mfg. Co.....33
Kimball Bros.....14
Kohler (F. E.) & Co.....47

L

Laflin & Rand Powder Co.....1
Laflin & Rand Powder Co.....94
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.....2
Leonhardt & Co.....3
Litchfield J. M.....41
Loeb & Co.....48

M

Magnolia Metal Co.....1
Martin, James F.....48
Mast (J. M) Mfg. Co.....17
Mayhew (H. H) Co.....35
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....38
Montross, R. W.....45
Morrill, Charles.....13
Mugford, A.....1
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
New Departure Bell Co.....45
N. J. Car Spring & Rubber Co.....47
New Jersey Wire Cloth Co.....65
New York Stamping Co.....4
Niles Mfg. Co.....2
North Bros. Mfg. Co.....41

P

Parlin & Orendorff Co.....18
Parry Mfg. Co.....4
Pastime Lawn Mower Co.....9
Payson Mfg. Co.....2
Peck (Fred W.) & Co.....67
Pelouze Scale & Mfg. Co.....13
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum.....45
Phillips (A. J.) Co.....59
Pike Mfg. Co.....43
Plume & Atwood Mfg. Co.....43
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co.....1
Putnam Nail Co.....11

Q

Quincy Hardware Mfg. Co.....1

R

Read (Wm.) & Sons.....3
Reading Hardware Co.....10
Robertson, Arthur R.....3
Rodgers (Joseph) & Sons.....46
Rogers (Wm.) Mfg. Co.....46
Rolfe, I.....14
Root Bros. Co.....38
Root Bros. Co.....48
Russell & Erwin Mfg. Co.....59

S

Salem Nail Co.....47
Samson Cordage Works.....1
Sargent & Co.....42
Scranton (The) & Co.....
Sedgwick Machine Works.....14
Seed, J. H.....4
Seed, J. H.....48
Shull, Wm. A.....13
Sickels & Nutting Co.....18
Silver Mfg. Co.....2
Smith & Egge Mfg. Co.....13
Smith & Hemenway Co.....47
Smith (Wm. G.) & Co.....13
Sommer's (John) Son.....18
Standard Co.....50
Standard Tool Co.....1
Stanley Rule & Level Co.....37
Stanley Works.....1
Stebbins (Chas. J.) & Co.....3
Stevens (J.) Arms & Tool Co.....7
Steward & Romaine Mfg. Co.....48
Stimpson (Edwin B.) & Son.....68
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11

T

Tie Co.....1
Tower & Lyon.....13
Townsend, C. C. & E. P.....8
Troy Nickel Works.....58
Tuck Mfg. Co.....13

U

Underhill, Clinch & Co.....9
Underhill, Clinch & Co.....38
Union Hardware Co.....13
Union Metallic Cartridge Co.....1

V

Van Wagoner & Williams Hdw. Co.....68
Voigt, Starr & Co.....5

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....45
Weaver, Palmer & Richmond.....68
Welch (T. F.) Mfg. Co.....67
Wells, Heber.....10
Williamson W. N. Co.....7
Wright & Colton Wire Cloth Co..67

Y

Yale & Towne Mfg. Co.....41

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. / Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO. ILL.

THE GILBERT & BENNETT MF'G. CO.

MANUFACTURE

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.
WIRE LATHING WITH HAMMOND'S METAL FURRING.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. / WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



PENNSYLVANIA WIRE WORKS.

EDWARD DARBY & SONS,

233-235 Arch Street,

PHILADELPHIA, PA.

MANUFACTURERS OF

WIRE AND IRON GOODS

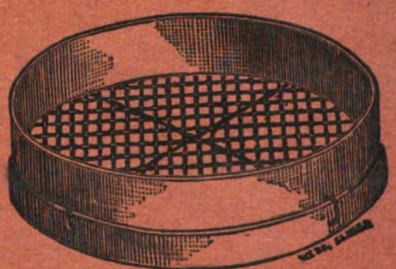
OF EVERY DESCRIPTION.

SIEVES, RIDDLES, COAL AND SAND SCREENS.

BRASS, COPPER, STEEL, IRON and GALVANIZED WIRE CLOTH.



Square Coal Sieves.



Round Coal Sieves.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.

The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.

The Original Ring Packing.

In ordering give EXACT diameter of Stuffing Box and Valve Stem.

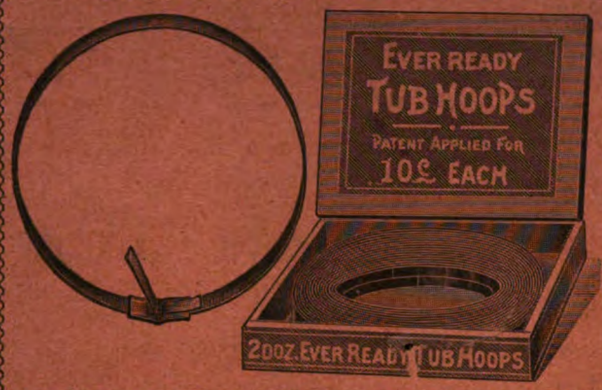
None genuine without this Trade Mark.

THE GOULD PACKING CO., EAST CAMBRIDGE, MASS.

CONTRACTS WANTED FOR LIGHT METAL WORK. WILL BE GLAD TO MAKE SEND IN YOUR ORDERS PRICES AND MODELS SPECIAL FACILITIES FOR MAKING

E. W. KELCH, MFG. CO. 55 DUDLEY ST. BOSTON

Digitized by Google



TO THE DEALER

a saving of time without loss of profit.

A case of **EVER READY** Hoops and Clamps supplies the dealer with an article in compact, easy selling shape, and to his customer a hoop quickly applied to any size tub without use of special tools; makes a better finished, stronger job than by old methods. **EVER READY** Hoops fit when applied. No hammering required. **Adjustable to any size tub—no rivets.**

Send for descriptive circular.

Weaver, Palmer & Richmond,
ROCHESTER, N. Y.

Edwin B. Stimpson & Son No. 2
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
. . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,
35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.
Manufacturers' Agents
Iowa Farming Tool Co. — Cortland Door & Window Screen Co.
Oliver Chilled Plow Works. — Relay Bicycle Mfg. Co.
North Wayne Tool Co.'s Little Giant Scythes,
Grass Hooks and Hand-Made Axes.



CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

BOMMER SPRING HINGES ARE THE BEST

"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.

CLEVELAND TWIST DRILL Co

Makers of STRICTLY HIGH GRADE TOOLS Only.



Bit Stock Drills, Wood Bits, Bell Hanger Bits, Blacksmith Drills.

New York Store: 99 Reade St.

Cleveland, O., U. S. A.

Samson Anvils

We have added following sizes to the line:

275, 300, 325, 350, 400, 425, 450, 475 and 500 pounds.

Write for Descriptive Circular. . . .

Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

ALL THE NEWS.

HARDWARE

HARDWARE EXCLUSIVELY

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 4. New York, May 25, 1899. $1.00 A YEAR

THE NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS

MAGNOLIA METAL

IN USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.
Room 524 Board of Trade Bldg., Montreal.
No. 49 Queen Victoria St., London, E. C.

FOR SALE BY ALL DEALERS.

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Guterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.
TUBE CUTTERS—for Cutting Glass Tubes

SEND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,

Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

Interesting Facts and Official data pertaining to the

1899 Grand American Handicap.

Number of full entries,	251	at $25	$6275.00
" " post entries,	11	at 35	385.00
" " forfeit entries,	16	at 10	160 00
Total,	278		$6820.00

Of which total number 179 shooters used

U. M. C. FACTORY LOADED SHELLS,

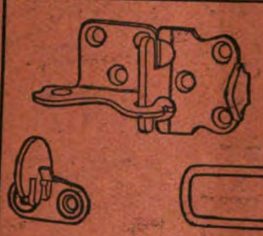
being 64.39% of the entire attendance and drawing $4955.25 of the purse of $6820.00. This is certainly an elegant showing and does not need any further comment. Above speaks for itself as to the quality of the goods used by the winner, the

HON. THOMAS A. MARSHALL, of KEITHSBURG, ILL.

who won the handicap for the second time, with goods made by

THE UNION METALLIC CARTRIDGE CO.,

WINNERS OF HANDICAP . . . 1893, '94, '95, '97, '98, '99. Bridgeport, Conn



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

WE MAKE High Grade Tools.

WE WELD Bicycle parts by electricity.

WE EXCEL by keeping our Guarantee to the public.

TWIST DRILLS, REAMERS, CHUCKS, SEAT POSTS, FORK SIDES.



STEEL TUBE. . . Standard Sizes and Gauges.

THE... STANDARD TOOL CO.

94 READE ST., NEW YORK.

CLEVELAND, O., U. S. A.

Foreign Representatives:
LONDON: C. W. Burton, Griffiths & Co.
PARIS: Burton Fils, 68 Rue des Marais.
LEIPZIG: Max Heller.
RONSDORF: Carl Blombach.

Please Mention "Hardware"

Manufacturers' Export Code Used.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 34.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood** We have combined two **principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* **101 Reade St., NEW YORK.**

Digitized by Google

Fuller Brothers & Co.,

139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

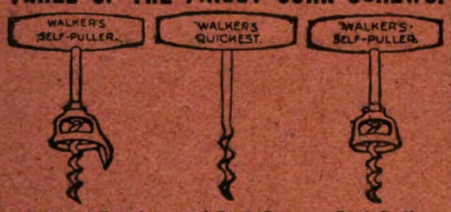
CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.



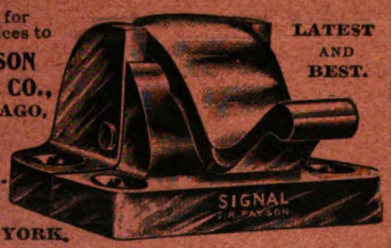
Our 1898 Catalogue of Cork Screws, Cork Pullers. Lemon Squeezers, &c., is now ready. Write for it,

ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to

PAYSON MFG. CO., CHICAGO, and 88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,

90 Chambers St., N. Y.

Mfrs. Hardware Specialties,

DICKSON TRANSOM LIFTERS AND OPENERS.

Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T. Locking Pivot.

Also Agency . . .
W. N. BRUNTONS & SON, Scotland,
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.



NILES PATENT D. A.

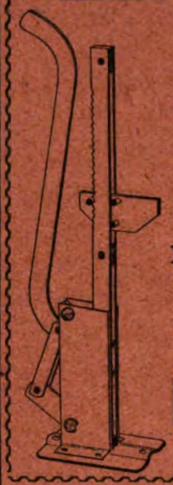
SPRING HINGES AND BLANKS.

New Pattern.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. CO.,
13 S. Canal St., CHICAGO.

LANE'S STEEL JACK.



NO WOOD.
NO CAST METAL.

Operated by Powerful Compound Levers.

No. 1,	to lift	900	lbs.
" 2,	"	1800	"
" 3,	"	4000	"

LANE BROS. CO.,
POUGHKEEPSIE, N. Y.



THE CHAMPION AND MARQUART are the only . .
Double Flue
Steel Ranges
made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.



Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND

HIGH GRADE

Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

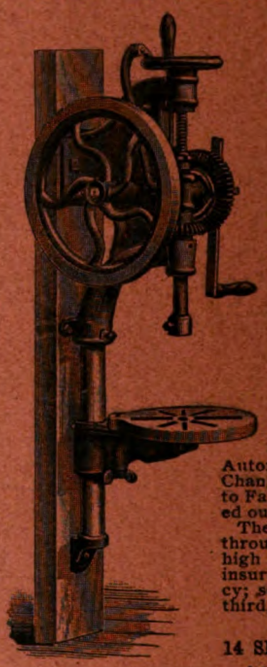
We are the largest manufacturer of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE DRILLS



FOR BICYCLE REPAIRMEN, SMITH-SHOPS, REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

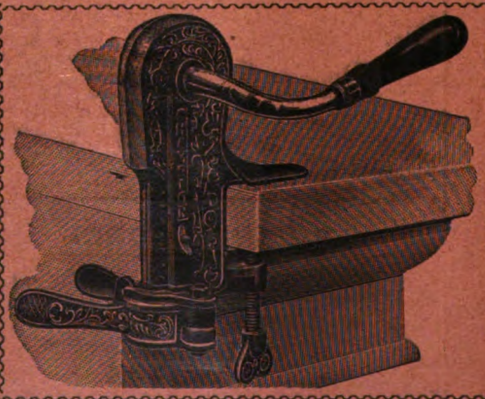
ADVANCE No. 12.
125 lbs. - $10.00.

$6.00 to $85.00

Special discounts to repairmen.

EVERY DRILL GUARANTEED.

THE SILVER MFG. CO.
345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,
FREEPORT, ILL.

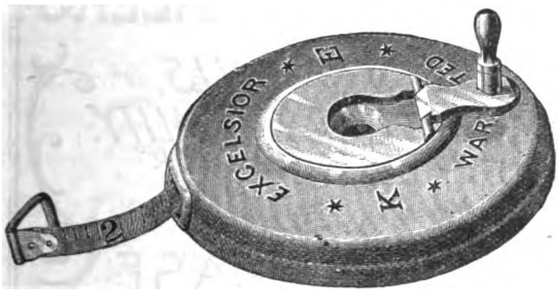
Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

Of WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON
For the Army and Navy.

MINING AND BLASTING POWDER. Send for Catalogue.



CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.

STAND'D HEAD 8



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

THE ORIGINATORS OF

Hot Forged & Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.

LIGHT HEAD 8





FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

Our Family Case of Toilet Paper

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER Co ALBANY, N.Y.

A. C. AUSTIN ENG. CO. ALBANY, N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



A Start in Time

Very often saves much time and more money. Start to-day and send us your orders for wheels. Our wheels are made from the best of Hickory and are perfect in construction. A guarantee with every wheel.

PARRY MFG. CO.,

INDIANAPOLIS, IND.

REGISTERS ROUND, SQUARE & CIRCULAR TOP.

MARBLEIZED STONE, SLATE STONES. HEATER PIPE, DAMPERS AND ALL THE TRIMMINGS THAT GO WITH THEM.

TINNERS' & ROOFERS' SUPPLY HOUSE

L. D. BERGER

59 N. 2nd. PHILAD^A PA

ESTABLISHED 1835.

JOHN CHATILLON & SONS,

MANUFACTURERS OF

SCALES, BUTCHERS' TOOLS AND MACHINERY.

85 to 93 Cliff Street, NEW YORK.

Sole Agents:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

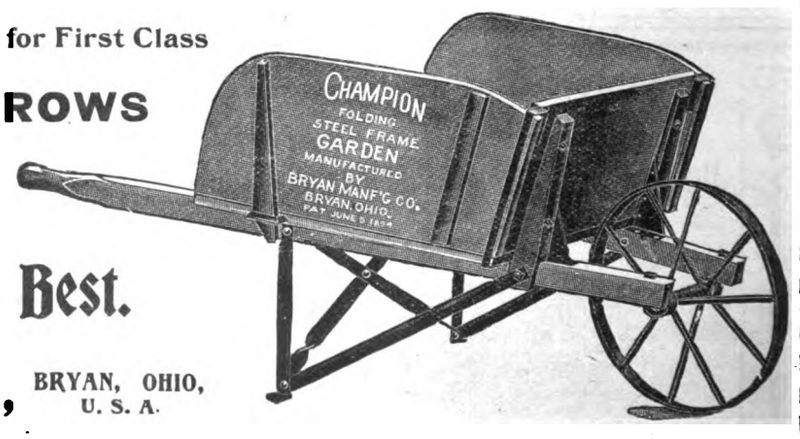
If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

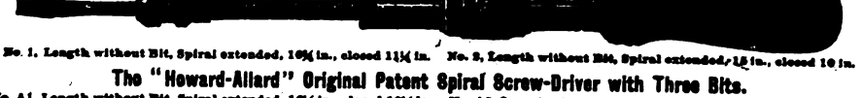
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16⅝ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 12⅝ in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16⅝ in., closed 16⅝ in. No. A3, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 61, Length Spiral Extended, 18 in., closed 11¼ in. No. 62, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., Sole Agents, 67 READE STREET, NEW YORK, U. S. A.

CLARK & COWLES.

RIVETS PLAINVILLE, CONN. SPRINGS

STAMPING AND FORMING

GILLESPIE'S VARNISH STAINS



This cut shows method of opening.

Patent Spring-top Can.

are especially adapted for use over Paint, Varnish, etc., etc., as they stain and varnish at the same time. Ordinarily one coat is sufficient to produce a fine finish. These Varnish Stains are superior for refinishing Furniture, Picture Frames, Mantels, Piazza Chairs, etc., etc.

SHADES,

CHERRY, MAHOGANY, WALNUT, LIGHT OAK, ANTIQUE OAK.

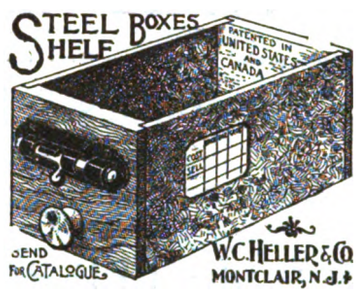
MANUFACTURED ONLY BY

CHAS. H. GILLESPIE & SONS,

VARNISH MAKERS,

125 to 137 Dey St., Jersey City, N. J. U. S. A.

STEEL BOXES SHELF



You take no risk on the quality. We make only the best!



Sand Papers IN **Reams and Rolls**

- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
148 MILK STREET, BOSTON.
162 LAKE STREET, CHICAGO.

Digitized by Google

AN ESTABLISHED SUCCESS.

TRADE MARK:

ROGERS "Anchor" Brand

SILVER-PLATED WARE

bearing the above imprint. Its universal reputation creates a great trade for it wherever there's a demand for the best. It can't be recommended too highly.

Factories: HARTFORD, CONN. NORWICH, CONN. WALLINGFORD, CONN. TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms: HARTFORD, CONN.
NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.

FREE TO HARDWAREMEN.

A sample of our new weight "56" SPOON—

NICKEL SILVER TIPPED WINDSOR or SHELL.

Address postal Department M. . . .

The Holmes & Edwards Silver Co.,

EAST BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS, TABLE CUTLERY, SCISSORS, RAZORS, HUNTING and BOWIE KNIVES POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

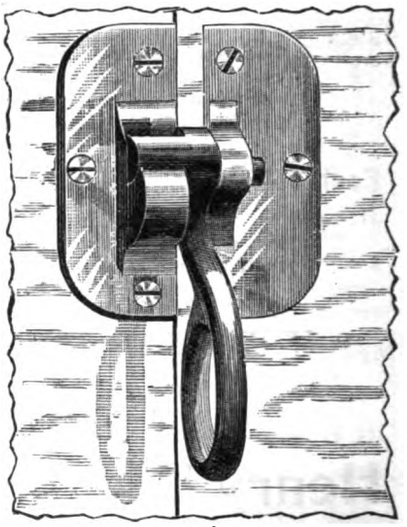
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO. WALTHAM CUTLERY CO. ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



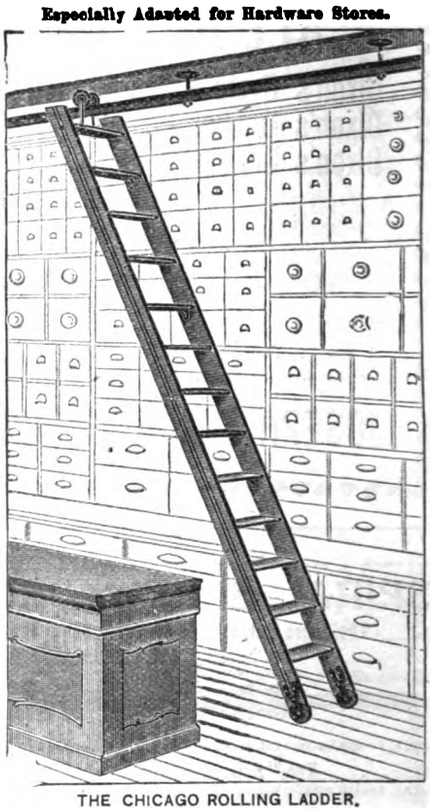
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & Co., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

STEVENS RIFLES

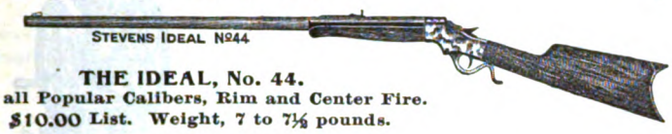
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . . .



THE FAVORITE.
List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

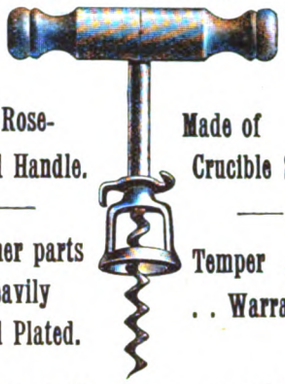
SEND FOR COMPLETE CATALOGUE AND HAND-BOOK.
CORRESPONDENCE WITH TRADE SOLICITED.

J. STEVENS ARMS & TOOL CO., P. O. Box 315, **Chicopee Falls, Mass.**

NEW HAND POWER

Combination Cork Screw

CROWN and SEAL OPENER also WIRE CUTTER.



Fancy Rose-wood Handle.

Made of Crucible Steel.

All other parts Heavily Nickel Plated.

Temper . . . . Warranted.

No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.



L. COES'

Genuine Improved

KNIFE HANDLE

PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar, Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.



QUICK DELIVERY

—OF—

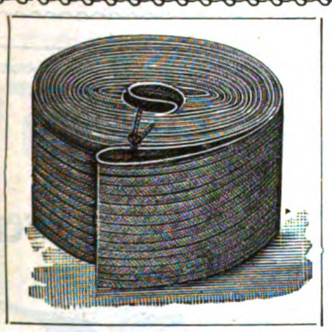
Grindstones.

A full stock carried by our branch yards.

New York. Boston. Chicago.

The Cleveland Stone Co.,

Hickox Bldg., Cleveland, Ohio.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of **STOCKS and DIES, TAPS, etc.**

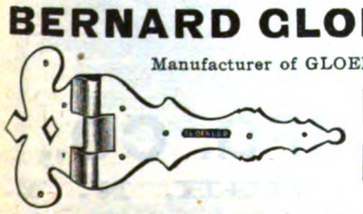


Holroyd & Co.,

Waterford, N. Y.

BERNARD GLOEKLER, PITTSBURG PA.

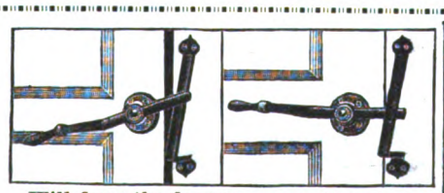
Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.

(Pat. Jan. 20, '91).

Extra Heavy Hinges for Cold Storage Warehouses.



Will force the door open as well as shut.
THE BEST ON THE MARKET.
Made in four sizes. . . . Write for Price List.

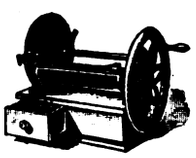


This style operates on both sides of door. For Cold Storage Houses they have no equal

Digitized by Google


Sausage Stuffer and Lard Press


Meat Juice Extractor


Rotary Smoked Beef Shaver


Raisin and Grape Seeder

ENTERPRISE
Meat and Food
Choppers
TINNED

28 sizes and styles, $1.50 to $275.00


No. 5, $2.00


No. 2, $1.50


No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets **Philadelphia, Pa., U. S. A.**

New York Branch, 10 Warren Street


Power Meat Chopper



New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

HARRINGTON & RICHARDSON ARMS COMPANY. . .

. . . MAKERS OF

HIGH-GRADE REVOLVERS.

WORCESTER, MASS., U.S.A.

Safe, Reliable, Accurate.

Cut shows our . . .

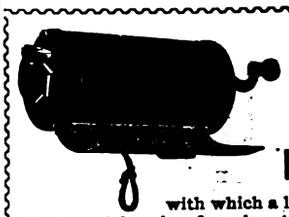
"Premier"

32 Calibre



Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.

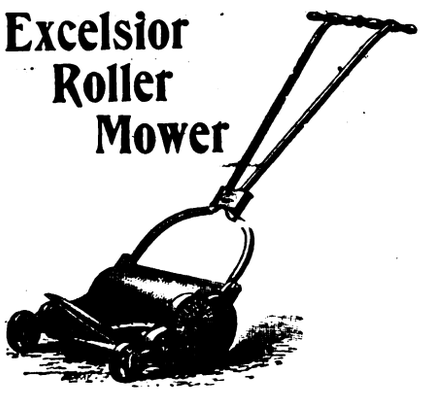


This is the "Proper Clothes Line Reel,"

with which a line can be Stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, $1.25. Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.

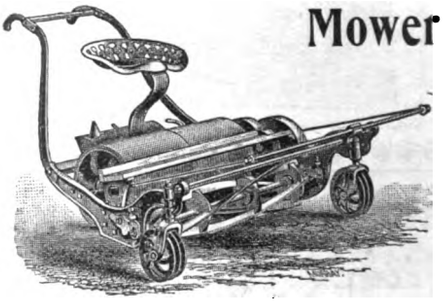
Excelsior Roller Mower



New Model High Wheel Mower



New Excelsior Horse Mower



CHADBORN & COLDWELL MFG. CO.,

SEND FOR OUR 1899 CATALOGUE **NEWBURGH, N. Y.**

Digitized by Google

The Permanent Popularity

of our **RUBBER GARDEN HOSE** has been attained by its reliability and all around excellence. Hose of our manufacture can be depended upon to render satisfactory service.



BOSTON BELTING CO.

James Bennett Forsyth, Mfg. Agt. & Gen. Mgr.

When it's about RUBBER ask us.

BOSTON, 256 Devonshire St. BUFFALO, 90 Pearl St.
NEW YORK, 100 Reade St. CHICAGO, 109 Madison St.

WRITE FOR Catalogue, Samples. Quotations.



HILL Clothes Dryer.

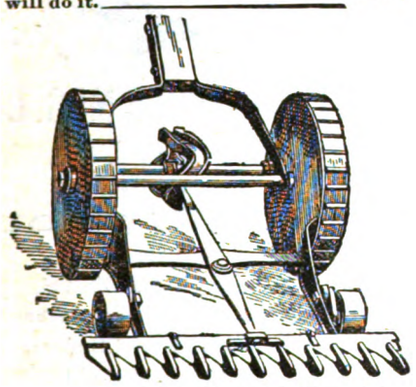
More than 100,000 in use. Both Balcony and Yard Dryers. Sold by the Hardware Trade.

Send for Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

The Mower . . .

That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,

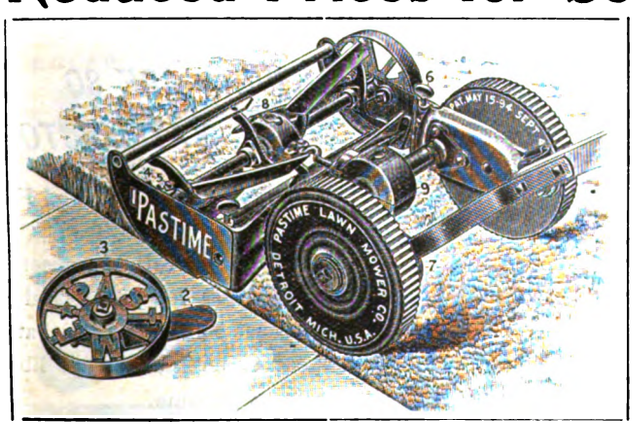
P. O. Box 2383. 94 Chambers Street, NEW YORK.

AGENTS FOR

AMERICAN SCREW CO., PROVIDENCE, R. I.
OLIVER AMES & SONS, NORTH EASTON, MASS.
NORWALK LOCK CO., SOUTH NORWALK, CONN.
SNELL MANUFACTURING CO., FISKDALE, MASS.
SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.
GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.
NATIONAL SAW CO., NEWARK, N. J.
NICHOLSON FILE CO., PROVIDENCE, R. I.
G. W. BRADLEY'S SONS, WESTPORT, CONN.
ANTON AUER, BROOKLYN, N. Y.
BRAINERD-TANNER CO., ALBANY, N. Y



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

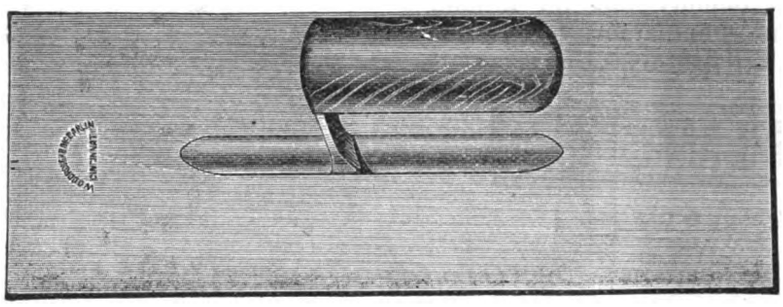
SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

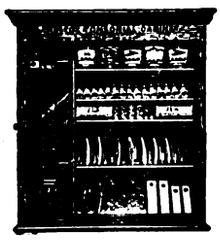
Reading Hardware Co.,

New York.
Phila.
Chicago.

. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

FOX CUTLERY CO., MANUFACTURERS AND IMPORTERS, Ferry and Hudson Place, HOBOKEN, N. J.



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE

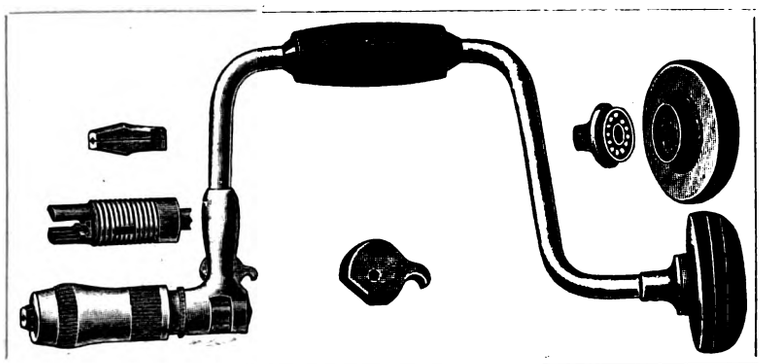
COATES PATENTS.

Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

Just investigate

our line before placing your spring order. They are ready sellers every time. Beautifully finished and built to do perfect work.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

Door & Window Screens,

Catalogue Free. BURLINGTON, VT.

Digitized by Google



Patented Jan. 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

COVERT MFG. CO.,

WEST TROY, N. Y.



Steel Carriage and Wagon Jacks.

Harness Snaps,
Chain, Rope and Web Goods, etc.

For sale by Jobbers at Manufacturers' prices.



1174



924



1292



10009



5079

American Ring Co.,

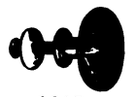
Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.



4890



1645



4898



1197



5048



6



1404

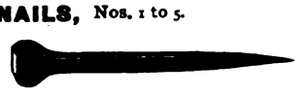
"HONEST SERVICE AND GOOD VALUE."

The Plume & Atwood Mfg. Co., New York. [*Lamps, Bicycle Lamps, Heaters, etc.*]: Your success should be very gratifying indeed when you realize that it has been achieved by giving the public honest service and good value for their money.

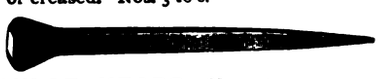
"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

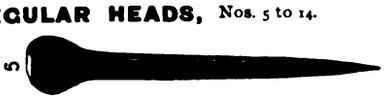
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



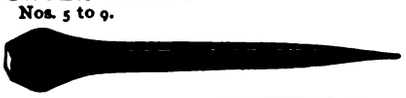
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED
AND
NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

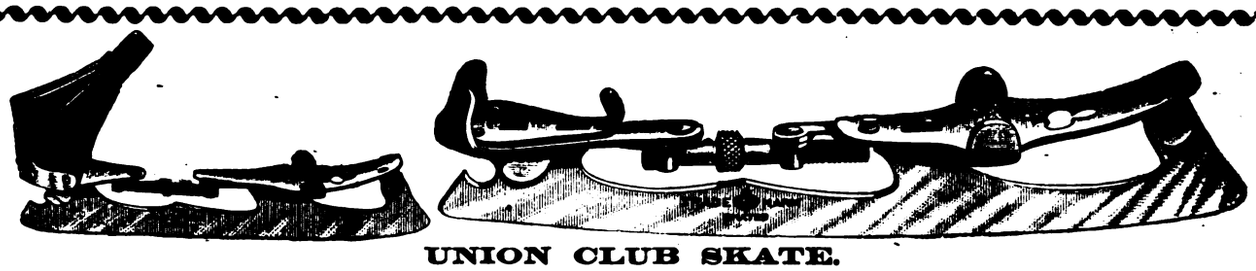
For terms and discounts address

PUTNAM NAIL CO.,

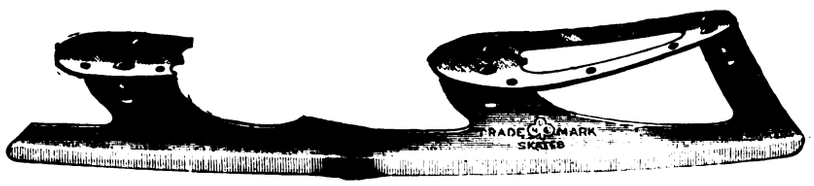
BOSTON, MASS.

Or 235 Lake St., Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

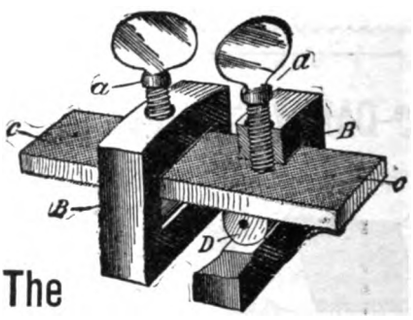


UNION CLUB SKATE.

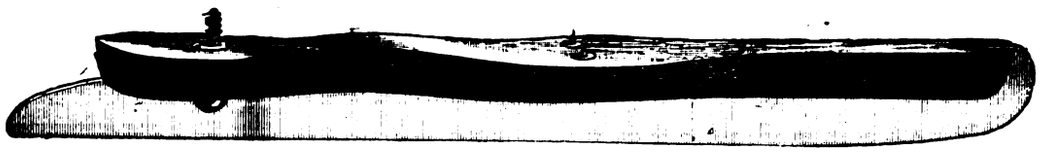




HOCKEY SKATES.



The Union Skate Sharpener.



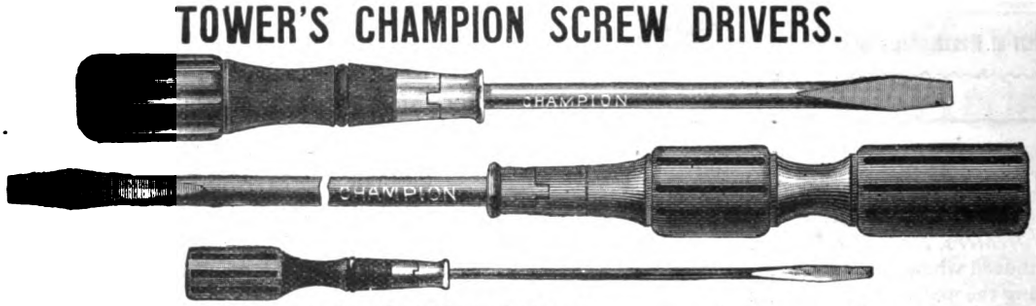
DONOGHUE RACING SKATE.

...MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

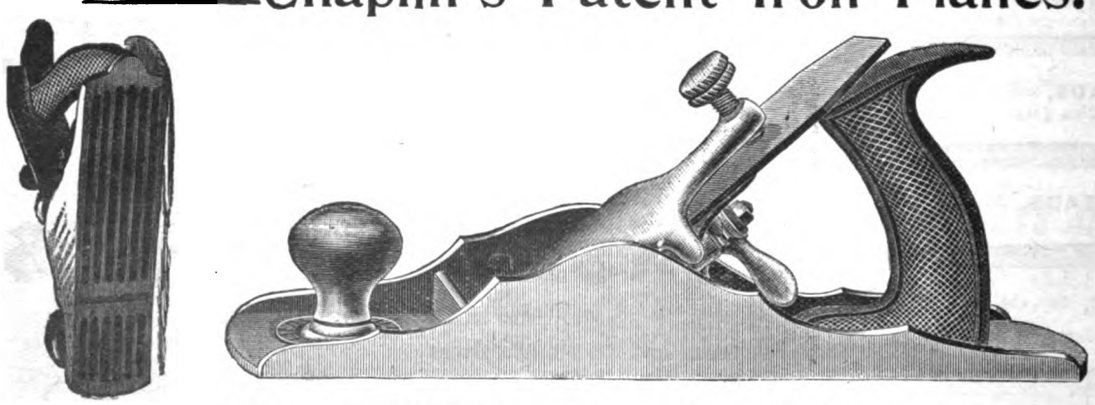
CARPENTERS and MACHINISTS' TOOLS.

TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





Improved Clarks Pattern. Lavigne's Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

IMPORTANT TO

Hardware Merchants.

We have just printed a

CHART IN THREE COLORS,

measuring 16x44 inches, showing interior design of Hardware store and goods as they appear in our Patent Shelving.

Twenty different combinations are described and priced, the assortments costing from $90 to $700. A limited number will be mailed to dealers on early requests.

J. D. WARREN MFG. CO.,
Masonic Temple, CHICAGO.

A. E. HUTCHINSON,

Reliable . . . .
Circular and Band Saws;
Filing Machines and Sets;
Emery Wheels,
792 Broad St., NEWARK, N. J.

A TIME SAVER IS A MONEY MAKER.

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

Is a time saver and a money maker for both dealer and user. It requires less time to sell as its admirable points speak for itself. . . . .



It saves the users time because it will adjust to any position, making itself adaptable to the most awkward places. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

Strong Inducements to the Trade.

BEST CAST STEEL

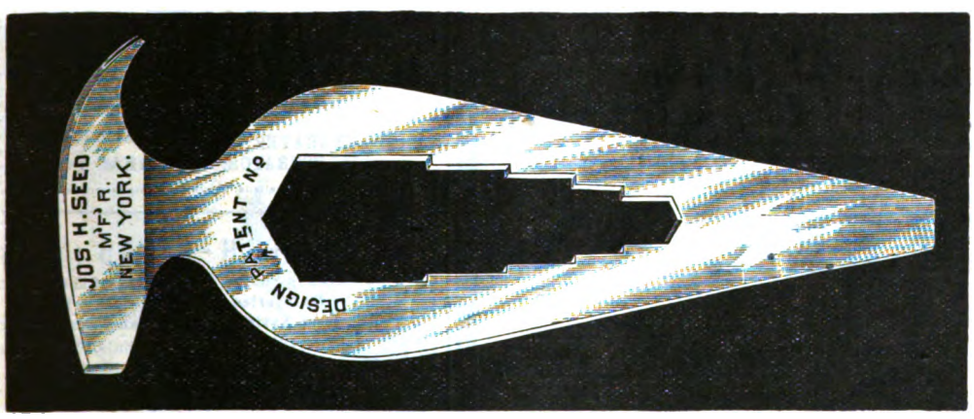


HANDY AND COMPACT.

WRITE FOR PRICES & DISCOUNTS.

A. J. WILKINSON & CO., 180-188 Washington St., BOSTON, MASS.

SEED'S BICYCLIST'S POCKET COMPANION.



Cut Full Size.

Hammer, Tack Puller, Square or Hexagon Nut Wrench and Screw Driver all in one Tool.

Nickel Plated.

Packed in 1-4 Gross Boxes.

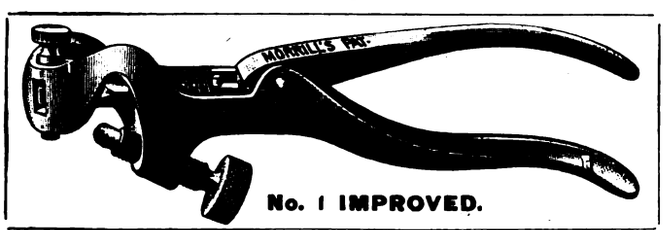
Malleable Iron, $9.00 per gross.
Best Forged Steel, $12.00 per gross.

JOS. H. SEED, - 12 Centre Street, New York.

MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK.
Registered, Pat. No. 30,572.
This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK.
Registered, Pat. No. 30,572.
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

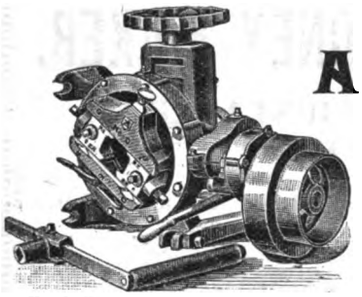
CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

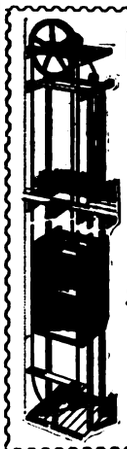


No. 0. Threading Machine, Power Attachment.

They are all "Standards" and Never dissappoint. Catalogue?

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 139 CENTRE STREET.——



DUMB WAITERS & ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

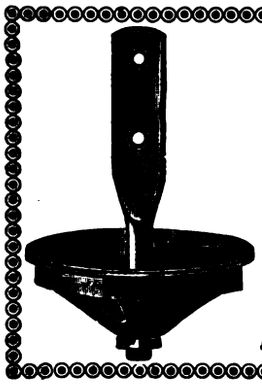
SEDGWICK MACHINE WORKS,

36 Carroll St.,

POUGHKEEPSIE N. Y.

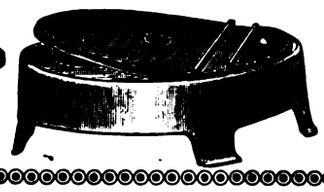
110 Liberty Street
New York City.

When writing please mention this paper.



Valves & Plungers.

Only the very best leather and rubber are used in these goods and all are carefully and evenly fitted, making them the best of their kind. . .

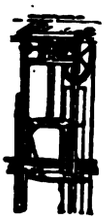


BERGER BROS. CO.,

PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO.,
Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated,

PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

I. ROLFE,

HALF TONE AND LINE CUTS

...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR.

No. 6 Park Place, NEW YORK.

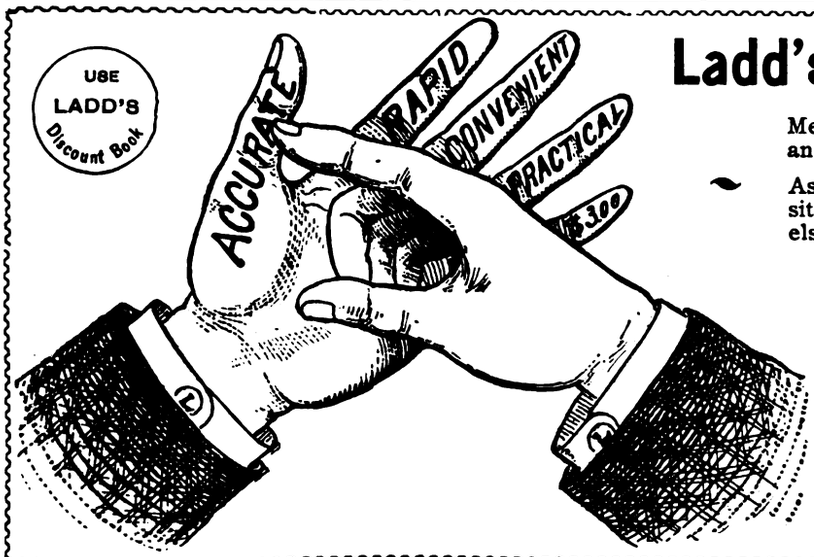
HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street,
Philadelphia, Pa.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN and COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.

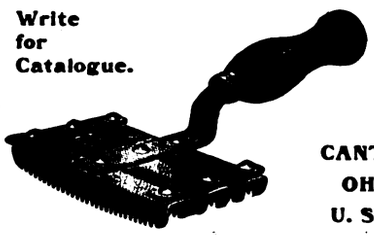


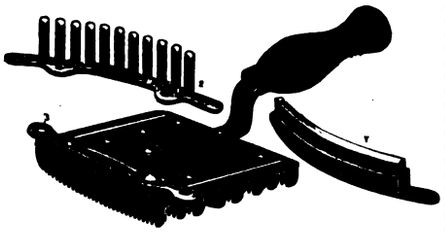
Leaders with the Trade
30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

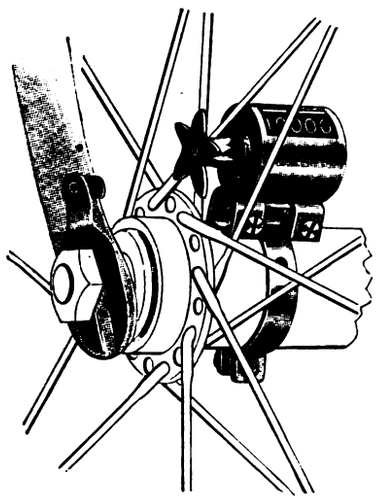
F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both **STIFF and FLEXIBLE BACK CURRY COMBS.**

Write for Catalogue.





CANTON, OHIO, U. S. A.



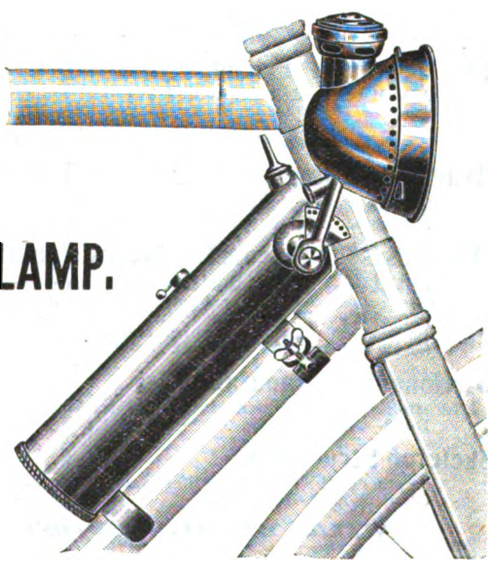
Our Latest Wrinkle,

New Departure "SECURITY" Cyclometer.

(PATENTS PENDING.)

EVERYTHING OUT OF DANGER.
NO MORE BROKEN CYCLOMETERS.
NOISELESS CONCEALED TRIP.

Cyclometer on hub inside of spokes and trip on axle behind fork. Nothing to catch and cause breaking or bending.



THE NEW DEPARTURE ACETYLENE LAMP.

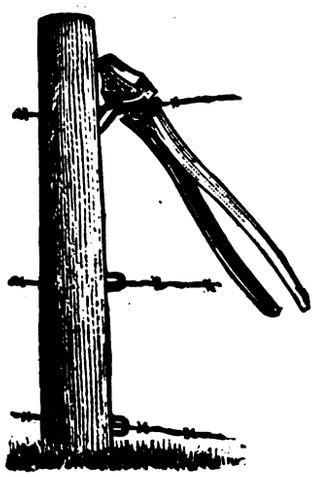
Uses loose carbide.
No special form of charge necessary.
AUTOMATIC GENERATOR FEED.
Flame may be regulated while riding.
Adjustable to throw light at any angle.

The most radical improvement in Acetylene Lamps—the generator and burner separated, insuring

Safety, Reliability, Efficiency.

JOHN H. GRAHAM & CO., Sole Selling Agents, **113 Chambers St., N.Y.**

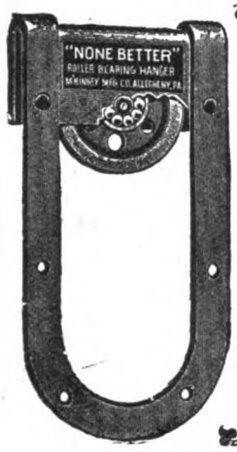
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO.; - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated--Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

Digitized by Google

CATALOGUE FREE

GET OUR REDUCED PRICES





WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



F. E. MYERS & BRO.

ASHLAND, OHIO.

FILBERT CO.

THE BURR PATENT STEEL

Safety Lift Block

A Perfect Self-Locking Rope Tackle Block.



Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of."
J. C. DEBES,
Supt. of the C. & G. Cooper Co.,
Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .

BURR MANUFACTURING CO.

823 Society for Savings Bldg.,

Cleveland, Ohio, U. S. A.

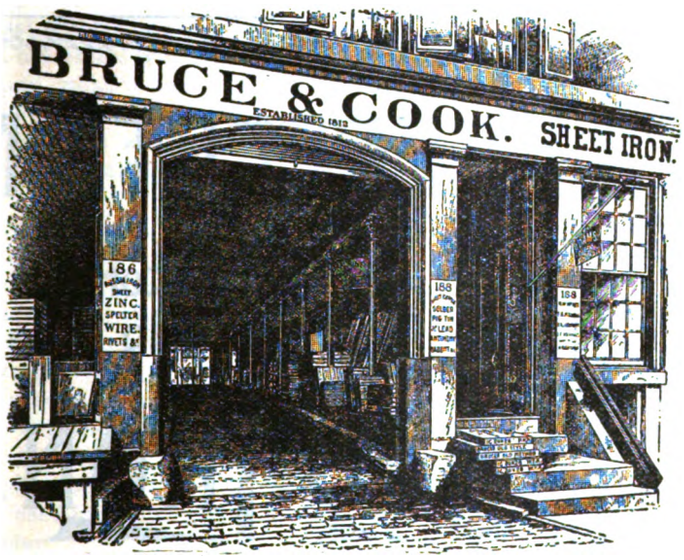
BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . .

NEW YORK.

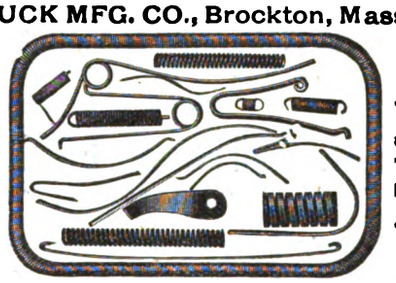
We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

A

PROFITABLE MEDIUM

TO

ADVERTISERS.

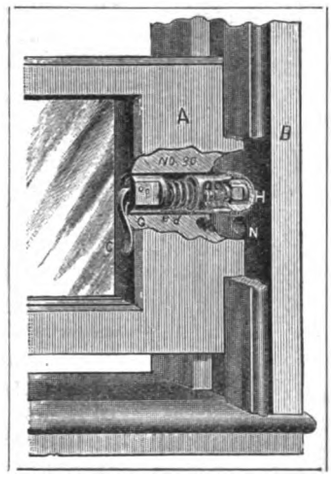
Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

...King's Patent...

AUTOMATIC

SASH SUPPORT AND BOLT



A **PERFECT** Sash Support and Bolt. Holds the sash in **ANY** position. **SECURELY** bolts the sash at **ANY** desired point. It is a **PERFECT** Anti-Rattler. **DURABLE, CHEAP** and **QUICK APPLIED.** Architects, builders and consumers, on investigation pronounce it the **BEST** and most **ECONOMICAL.** Investigate and test it, and you will use **NO OTHER.**

Send for Catalogue.

THE SMITH & EGGE MFG. CO.,

BRIDGEPORT, CONN.

Eclipse Cleanable

The Best Patented Specialty on the Market.



The only removable ice chamber refrigerator having a positive circulation of dry air to the lowest point in provision chamber through a removable flue.

It's simple, durable, handsome and cleanly. Well finished. Good designs. Strictly metal lined. Does better work with less ice than other makes.

Eclipse Refrigerator Works,

BURLINGTON, VERMONT.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



EDGAR Nutmeg Grater.
Price 10c.

EDGAR MFG. CO., READING, ...MASS.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING ...

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

1420 Chestnut Street,

PHILADELPHIA, PA.

Digitized by Google

[illegible]

HARDWARE

W. B. Belknap & Co., Louisville, Ky.: "Your edition of April 10th was a beautiful example of modern newspaper making."

A correspondent of a pessimistic turn of mind, and who believes himself a prophet, has condensed his view of combinations, in this epic:

Trust?
Bust!

Exports of merchandise from the United States to China in the fiscal year about to end will be larger than those of any preceding year in our history. A decade ago the exports to China were less than three million dollars, and to China and Hongkong combined were a little over six million dollars. In the fiscal year 1899 our exports to China will be more than thirteen million dollars, and to Hongkong more than six million dollars, making a total to China and Hongkong of over twenty million dollars, or more than three times as much as that of a decade earlier.

A Harlem Hardwareman relates this story: We have up at my house, a domestic who was foreign only a short time ago, having come fresh from the isle of emerald freshness. She had never been to a theatre in her life, until her sister gave her a treat of that character, some evenings ago. At half past eight she came into the house, white as a ghost, and breathless with running. My wife said to her, "Why, Katy, what is the matter?" "Shure, mum, 'tis the devil's own place! No sooner was we seated, when out went the lights, and a whole half of the house slid up to the heavens. I didn't stay to see how many was killed, mum!"

The American axe is always heard ringing in the forests of Paraguay. The hardwoods that are there grown require steel of a first class order, and of course they must come to this country for it. They use no fuel in that country except wood and charcoal, and every household must therefore have its own axe. The lower grade axes come from England, while Germany, which as yet has no foothold in that market, is busy sending samples. Double axes are not used, nor are hatchets, as the ever-ready machete is used for lopping branches, and small work of that character.

The young man who crawled through the window of a New York barber shop, and when caught told the judge that he was introducing a patent automatic gas burner, and took that method of calling attention to it and himself, found that he had attained more publicity than he had bargained for. The barber went at him with a razor; the policeman prodded him with a club; the judge gave him sixty days on the island. Although the newspapers all advertised his burner by printing a full account of his adventure, the probability is that his long residence over the river may cause the fickle public to forget all about his patent burner and himself.

No matter what else may fail between seed time and harvest, there is never a lack of opportunities for men who have blood in their veins, and eyes with which to scan the horizon. This may sound trite, and contain an echo of sermonizing upon an old text, but if a thing is worth saying, it is worth repeating so long as there may be an audience to listen. There isn't a day that passes, in which some man has not struck out in a new direction, and made a record or a fortune for himself. All that one needs is brains, industry, an eye with which to see, a hand with which to work, and a foot with which to kick, if necessary. Of course luck has something to do with it, but luck and work keep pretty steady company.

Representatives of the gentler sex have been attending a national suffrage convention, in Grand Rapids, Mich., and an afternoon off was taken, for the purpose of visiting the works of the Bissell Carpet Sweeper Co. The ladies were not so far out of the beaten track of domestic life, as to render them insensible to the allurements of a place that has done so much to ease the labor of housekeeping; and they were all the more interested in the works because the president and active manager of the company is a woman. Each delegate went away happy in the possession of a valued souvenir, in the shape of a toy sweeper, complete in every respect, made of the finest material, and appropriately inscribed in honor of the convention. That's the way the Bissell people do things—no half-way measures.

The glue trust went through, because the members stuck together. The leather trust put its whole sole into the matter, and succeeded. The rubber men stretched a point and made an agreement. The wheel trust went spinning on to success. The yeast trust was followed by a rise in prices. The milk trust took the cream of the business. The screw men wormed their way together. The ice trust froze the outsiders. The gas trust inflated things to great proportions The starch trust stiffened prices. The paint trust painted things red. The oyster trust proved to be no shell game. The elevator trust sent things up and down in a lively manner. The wringer trust put a squeeze on the little fellows. The saw trust ripped things open. The salt trust was far from fresh. The crockery trust smashed prices. The fertilizer trust caused a stir in the neighborhood. And the window glass trust let in the light on many dark things.

The opening of the wheeling season gives especial interest to some figures just prepared by the Treasury Bureau of Statistics. These tables, which present the statistics of bicycle exports during the past few years, show that American wheels are now being ridden in all parts of the world. In the wilds of Mexico and Central America, under the blazing skies of Cuba, Porto Rico, and other West Indian islands; across the pampas of Argentine, Brazil, and other South American States; amid densely populated areas of China, British East Indies, and Japan, and in the jungles of Africa, the American wheel is making its way. Even in the great manufacturing countries of Europe, where workshops and skilled workmen abound, millions of dollars' worth of American bicycles are sold each year. During the four fiscal years 1896, 1897, 1898, and 1899, the exportations of American bicycles amount in round numbers to twenty million dollars.

Digitized by Google

HARDWARE

VOL. XIX. MAY 25, 1899. NO. 4.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Advertising Manager

EASTERN MANAGER:
FRED A. CATON, - - 31 Milk St, Boston.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Advertising as a Fine Art.

Among the commendations which have been bestowed on the Hardware Jobbers' number of *Hardware*, of April 10, 1899, a number have been especially emphatic concerning the artistic character of the advertisements displayed therein.

This has been all the more gratifying to the editors and publishers of *Hardware*, as one of the things had especially in mind in the preparation of that issue, was to demonstrate the fact that as much real art can be shown in the writing, the setting up and the printing of a Hardware advertisement, as is possible in any other line of trade—those departments of manufacture which are presumed to lend themselves more readily to the demands of art, not being excepted.

No man who knows the difference between a rosebud and a chunk of wet plaster, can run through the pages of that special number without being impressed by the fact that a high artistic sense has been shown in the advertising display. This includes all the features required—the pen of the man who wrote the card, the type selected by the compositor who set it up, and the skill of the pressman who made ready the form and saw that it was printed properly. Nor can any man run through those 196 pages without going over them again and again, and finding new beauties and new features of interest with each quest. It may be said in passing, that a great improvement has been shown in recent years in the preparation of advertising matter. The manufacturer has been educated into the understanding that it is not wise to turn the preparation of his trade journal cards over to the office boy and the porter, and has come to the realization that a cut prepared with a maul or a pickaxe is not sufficient to fulfil the requirements of modern advertising art. There has been a long step forward taken in this department of the advertising business—for which let us all give hearty thanks.

There is a mighty big difference between mere pretty advertising and good advertising. A card may be as neat and dainty as Cinderella's slipper, with poetry and sweet violets suggested in every line, and yet possess not one particle of fetching power—with not a hint of persuasiveness from the first line to the last. The reader may look at it, and take no impress from any of its features. On the other hand, some plain and everyday statement may be made with such direct sledge-hammer force that it will remain in the memory, and bear results of a long continued and permanent character. The ad. that does the work is the one that hits the *solar plexus* of the man who buys goods.

Returning to our text, we feel fully warranted in the statement that there never was a series of advertisements put together in which high art and business effectiveness were united in a higher degree than in the many little and big cards shown in the Jobbers' Number above referred to. The gentlemen who had their preparation in charge, seem to have been imbued with the spirit of the occasion, and to have risen to the level of their opportunities. This statement will be agreed to, we are sure, by any one who goes carefully through that number.

Needed Discipline for Morocco.

It all depends, in some cases, whether the might stands behind the right—especially when you are dealing with nations that cannot understand authority that does not visibly show the emblems of authority. America's threat, made on paper, had little effect with that shifty individual, the Sultan of Morocco; but when the cruiser *Chicago* on her way to the far East, shoved her nose into the harbor of Tangier, and her commander sent an official intimation ashore to the effect that he had come around to collect that little bill, the Sultan once more went down into the pockets of his tax-payers, and the demands of America were satisfied. There is something quite effective in cold iron when put on exhibition at the right time, and in the right place. A few yards of red, white and blue flying in certain foreign harbors will hereafter have a quickening effect upon more than one sluggish political system. The warships of America are somewhat better known to the world over than they were a year and a half ago, and the respect which the foreigner now feels for our flag has increased mightily since the battles of Manila Bay and Santiago harbor have been written among the things of history.

Some years ago, the less than half-civilized peoples on the southern shores of the Mediterranean conceived the idea that they could do about as they pleased with Americans and their ships, and the result was that they were taught a lesson by the old American wooden navy, that they were a long time forgetting. In recent years, the authorities of Morocco have been so conducting themselves that it is possible another school of discipline may have to be opened, and if it is, about one lesson will be enough. These officials have made an especial point of causing annoyance to American merchants who were attempting to do business in that country, and to local dealers who were endeavoring to introduce American goods. In more than one case these agents have been cast into prison, upon trumped-up charges. The native interpreters and other servants connected with the American consulate, have been interfered with, in direct violation of existing treaties. There seems to have been a systematic official endeavor to prevent American goods from getting a foothold in that country.

The State department can very profitably look into this question, in the interest of the producers and manufacturers of this country.

Digitized by Google

One Great Influence to be Reckoned With.

There is one incidental feature connected with the recent great combinations of industrial capital that must not be overlooked or underrated in any summary of results. There are thousands of trained and experienced traveling men whose services have been summarily dispensed with, and before whom there is absolutely no open door for like employment. The sources of livelihood for these thousands are thus destroyed by one stroke, and the effect will be felt in more ways than one.

These men have been trained from youth up in the sale of goods upon the road; they have made the profession of traveling salesmen one to be respected and honored, and lifted it to a high level among commercial pursuits. The old time "drummer" has disappeared, and a right-minded, sober, industrious and thoroughly reliable traveling salesman has taken his place. Many of these men have grown gray in the service, and while they are masters of their profession, they are fitted for nothing else, and are too far advanced in years to learn a new business. They find themselves cast out upon the world, at a time when they have, by industry and long acquaintance, built up a trade which possessed to them a substantial value —every dollar of which they are now deprived.

One estimate places the number of traveling men whose services have been rendered needless by combinations among merchants and manufacturers, at seventy-two thousand. When we add to these the heads of departments, clerks, local agents, and other employes who will be set free from labor by the concentration of many businesses into one, there results a great army of intelligent men who will eagerly respond to any appeal directed against the agencies that have thrown them out of employment. The trust and the combination will surely enter into political consideration during the next half decade, as they never have before, and the united influence of the army above described will be thrown with its full force against them. They will be compelled to meet one of the most powerful and persistent attacks within political lines, that any form of industrial or commercial development has ever been compelled to face, and the issue thus raised will not be settled in one campaign. There are many significant signs already upon the heavens, and many thoughtful men believe that only the first whisperings of the storm have yet been heard.

American manufacturers made their highest record in foreign markets last month. The figures of the March exportations, which the Treasury Bureau of Statistics issued this month earlier than on any previous occasion, show that the March exportations of manufactures were $36,025,733, or more than 25 per cent. in excess of any preceding month. In March last year the exportations of manufactures were $28,214,450; in March, 1897, $25,876,861, and in March, 1896, $19,125,795. On only two occasions, March and December, 1898, have the exports of a single month ever reached $28,000,000, while in March, 1899, they were, as already indicated, $36,025,733, an increase of 50 per cent. over those of the preceding month, February, 1899.

The men-of-war of the ancient Romans had a crew of about two hundred and twenty-five men, of which one hundred and seventy-four were oarsmen working on three decks. The speed of these vessels was about six knots an hour in fair weather.—*Scientific American.*

Blame It All to the Shad.

The New York house which failed in the receipt of needed goods because of the run of shad on the New England coast—due to the fact that the employees dropped their tools and went fishing—have received a second communication from the manufacturer, based on the recital of his woes in the last preceding issue of *Hardware*.

"We are highly honored by *Hardware*," this manufacturer writes, "through its acknowledgment of our exceptional brain power to devise such an 'unique and original' excuse, but we feel that all honor is due to the *shad*, upon which we live from April 1 to June 15. It seems to us quite reasonable, that if we possess sufficient brains to offer the *leading excuse of the day*, we possess sufficient brains, also, to offer the leading goods of the day, in our line,—a fact which is willingly acknowledged by the trade, but which remains to be acknowledged by *Hardware* before it can be called an axiom.

"We note with pleasure that we have departed from the usual form of etiquette, and coined an excuse which will probably be added to the list of those now in common use. How great would be our pride, should it ever head the list!

"All of this pleasure passes away quickly, however, as we look at the pile of unfilled orders before us, and think of the poor prospect of filling them. We shudder at the thought of all that we shall be accountable for in the world to come, for forcing our impatient customers to violate the third commandment so often and so unreservedly. We have on file here the literary efforts of several of your prominent merchants,—expressions of eloquence which would not look well if placed in a prayer book or hymnal. These expressions are pleasant reminders of the high esteem in which we are held at present, as well as of the ex-employees whose happiness and contentment are supreme, at the sight of 'the shining shad coming over the side of the boat in Scriptural fulness.'

"Please deliver to *Hardware* our kindest regards and best wishes, together with the suggestion that they brush up a little on shad fishing before they go at it again, or, better still, ship the editor to us, and will give him a few points on shad fishing any time before June 15th, and on manufacturing after June 15th."

Farwell, Ozmun, Kirk & Co., St. Paul, Minn., have issued a handsome and artistic catalogue of their Locks and Builders' Fine Hardware. It has been arranged and edited with skill and a fine sense of the fitness of things, and printed upon a quality of paper that allows its numerous illustrations to stand out in a most attractive manner. It contains 226 pages, ten by twelve inches in size, every one of which is devoted to the immense line of goods of this description which they carry. In a note of introduction they say: "The many late improvements in mechanical construction and beauty of design, have been carefully considered in the selection. In arrangement, we have aimed to show our line in the simplest and most satisfactory manner for the convenience of the dealer. No repetitions or line groupings are given that tend toward confusion. Kindred goods are so arranged that comparisons are easily made. We shall be pleased to assist Hardware dealers and architects in making selections, and to submit through the proper channels of trade, estimates from either lists, or plans and specifications."

The Magnolia Metal Co., with headquarters at Nos. 266 and 267 West Street, New York, have added one more to their many centers of influence and distribution by opening an office for the special benefit of their Canadian trade. This will be located in room 524, Board of Trade building, Montreal.

Digitized by Google

A Southern House and Its Employees.

A representative of *Hardware* who was passing through Greensboro, North Carolina, some days ago, had a very interesting conversation with C. H. Ireland, the secretary and treasurer of the Odell Hardware Co., one of the leading jobbing houses of the South.

The correspondent had recently seen an interesting and suggestive article in the *Charlotte Observer*, in regard to some special rules adopted by the Odell Co., as to the employment and regulation of help, and asked Mr. Ireland concerning them.

"I don't know as our rules are different from those of most houses," was the response, "but we have adopted some that experience has shown to be of good to both our employees and ourselves."

"For instance?"

"Well, there is one we have adopted and have been running under ever since we have been in charge of the business, and I have no objection to saying to you that when a young man applies to us for a position, the first question asked of him is this: 'Do you drink'? If answered in the affirmative, that closes the transaction, so far as we are concerned. We mean not only intoxicating liquors, but wine, beer, or anything else in that line. If he says he used to drink, but has not for some time, we investigate pretty closely as to the conditions that caused him to drink, and caused him to stop, and if there is any possibility, or at least any probability, of his doing so again, we do not employ that young man. If he answers in the negative, then the question is with regard to his associations and habits; as to whether he has any vicious habits, and then as to whether he is addicted to the habit of profane swearing. If he is filthy in his conversation, and addicted to profane language, it ends right there. Then we try to investigate the surroundings from which he came. We investigate as far as possible as to how he stood in his own community. If he is a member of a church, we prefer it. We do not make this a necessity, but he will have to be free from all moral taint if he enters our employ. Our reason for this is not only to render us safe in the character of the men we employ, but it protects the men themselves from unpleasant associations every day."

"How does it work?"

"Well, we have been criticised somewhat for trying to apply Sunday School rules to business. We do not do anything of the kind. Any man can get drunk in our employ, as quick as any man out of it. The only stipulation we make is as to the character of each man we have in our employ, and what he shall be while he is in our employ. If he wants to get drunk, all in the world he has to do is to come up like a decent white man and resign his position, and go out and wallow in the ditch like any dog, and he is at liberty to do so as much as if in the employ of a man who does not care anything about the character of his employees. We believe this to be the best cash register system that can be adopted. I have yet to see the first cash register system which will prevent a man from stealing if he wants to steal, and I believe the best thing that can be done to prevent such a thing is to get sober, honest, moral men, and trust to these principles rather than to detective force to keep them honest. I believe men are very largely affected by the associations they have. I believe there is many a man to-day who has gone to his grave loved and respected by his fellow men who, if he had been differently surrounded, might have been a criminal and dreaded by his friends and neighbors. There is many a man on the gallows who, if he had been placed in different associations, might have been a blessing to his State, city and business and gone to his reward after having lived a life of faithfulness. Believing this as I do, it is not a matter of puritanical laws I lay down, but I believe it to be best for all concerned.

"As to the associations of the young man. Once having entered our employ, we stand squarely back of him. We don't propose to watch them to see whether they do their duty or not. We place every man on his merit and character, and if there is anything in him it will show in a little while. If there is nothing in him, we tell him frankly that there is no future for him here and to go into something else. If he is faithful and makes mistakes, we bear them and not the young man. We do not propose to put our endorsement on, and become responsible for, men to make mistakes, however, if they are not at their very best, and therefore it counterbalances itself.

"Another thing. We try to have the association of our young men as much as possible among themselves. The number we have employed here ought to furnish congenial associations for every man. We would not lay it down as a rule that a man should not find his associations outside of this establishment—he shall act as he pleases with regard to that, but we believe that as a rule a man who can't find among forty-five of the best young men of the town associations sufficient for him, has something lacking in him, and as a rule they don't stay with us."

"How about smoking?"

"The rule on that point is that no man shall smoke around our establishment. We do nothing of the kind ourselves, and we do not permit our men to do it. We advise every young man against it, believing it a foolish and useless habit that can do no good, and we would much prefer that they would not do it. However, that is a matter of their own, and we do not undertake to control a man in regard to smoking a pipe, cigar or cigarette after he gets out of business hours, but if he was inclined to keep up the cigarette habit very long, I think I should have occasion to remonstrate with him on a habit that is calculated to lead him to distress and ruin.

"We have had several cases in which men have disappointed us. They have undertaken to drink on the sly, and when we have found it out, we have simply given them their walking papers. We have discharged some of these, and they afterward wrote us thanking us for the faithful manner in which we dealt with them. We have also received letters from the parents of these young men expressing their approval of the treatment, stating that our kindness to their boy in discharging him brought him to his senses more than anything they had ever been able to do for him.

"This house, I suppose, has discharged between three hundred and three hundred and fifty young men first and last, and if there has been one who has gone away with ill feelings towards us, we have never been able to discover it. We do it with all kindness and in sympathy, talking to them plainly, and in a friendly manner, and letting them feel that we are the best friends they have. A great many of them have gone into business after they left us. They have always done their trading with this house. They have gone into other lines and departments of business. They have placed their influence in favor of this house after they quit us, so we feel that men will recognize the principles of justice and righteousness when applied to themselves as well as to somebody else who does not affect them. In other words, we believe there is as much an opportunity for Character Building in business as there is in church privileges. We don't believe any man should run his business simply for the money there is in it, but there is something higher and better than mere money gaining. When we get to the point where we have to look upon our business as simply a money-making machine, but as nothing else, then we shall quit and go into something else."

The charity that begins at home is often so discouraged that it never gets any farther.—*Exchange.*

Digitized by Google

NEW ENGLAND HARDWARE ASSOCIATION.

The regular monthly meeting of the New England Hardware Dealers' Association was held on the evening of May 10th, at the United States Hotel, Boston, Mass.; and, in point of earnest and interesting discussion, was possibly the most productive of beneficial progress along the lines of expansion held since an aggressive campaign was decided upon. Those members who hitherto have been content to remain passive and allow the organization to drift in the less profitable, if more pleasant channels of a social function, seem now to have awakened to the necessity of arousing themselves from their lethargy; and evince a keen interest in all that tends to a stronger, more forceful, and more useful business association.

Among the guests of the evening none was listened to with more attention than Herbert E. Jennison, of Fitchburg, Mass., president of the State Association of Master Plumbers; whose work on organization has been particularly effective. Mr. Jennison's speech will be found in part later on. Among the other speakers were Chas. C. Adams, president Massachusetts State Board of Trade; whose remarks were unfortunately much curtailed owing to other pressing engagements; and R. R. Williams of the *Iron Age;* who referred at some length to the means and ways used by the Western Hardwaremen in organization work.

The resolve of the members to not wholly eradicate the social features of their meetings, was never more acceptably evidenced than by the presence of Miss Helena Jacobs, Miss D. Emily Lucey, and Leslie F. Mansfield, who as guests of the president, furnished the music of the evening. Miss Lucey sang several solos; and her full clear soprano evoked the heartiest applause; while Miss Jacobs' taste and execution as an accompanist was equally appreciated. The consensus of opinion among the members was that the routine of business discussion would be much brightened by future visits of these talented ladies.

After an informal reception the members and guests sat down to dinner at 5:15 P.M. Grace was said by the Rev. Mr. Fisher; and during the discussion of an excellent menu, the minutes of the former meeting were read and approved; and all preliminary business disposed of, in order to economize time for the speakers to follow.

Owing to the indisposition of Hiram G. Janvrin, the Chairman of Committees, no reports were forthcoming as to progress made during the month.

The first speaker of the evening was Mr. Adams. Speaking of local associations, he said that for eighteen years they had been trying to accomplish one in Lowell, without success, until two weeks ago. Since then one had been formed; and so far, was working most successfully. He believed that no town, however small, where there was more than one dealer, could afford to be without affiliation; both locally, and as a unit of the State Association. He referred to the benefit to be derived from a powerful State organization; and hoped eventually to see a perfect National one.

The President then introduced Mr. Jennison, who prefaced his talk on organization work by saying that he had come largely out of curiosity to see what this body of Hardwaremen looked like. He said that President Parlin was responsible for introducing a member of a trade, particularly referred to as "daylight robbers." He did not know how plumbers gained such a reputation, unless they, themselves, had spread such stories in order to prepare their victims for a substantial bill. He called attention to the fact that plumbers were the poor men in their communities; while, judging from the well-groomed appearance of the Hardwaremen present, he did not consider it necessary to form any association among them, in order to bolster up prices.

The speaker then referred to the many advantages already derived from the Plumbers' League. The National League had already made it impossible for a jobber to sell direct to a consumer under any consideration. The State League was responsible for the State laws making sanitary plumbing an essential. This had resulted in the quality of work being improved 100 per cent. since its operation. Another good effect of association had been the almost total eradication of the "curbstone plumber;" an individual who, usually owing to poor work, found himself out of employment; and put in plumbing on a five per cent. basis, the customer guaranteeing his bill for goods with the jobber.

It had been their experience that the life and soul of organization consisted in the local affiliations. When these were in a good healthy condition, the State and National ones were bound to prosper, as there was always something to offer the members. All their efforts were therefore concentrated upon forming thorough local associations. Within the past few weeks between two and three hundred new members had been enrolled. This had been accomplished only by putting intelligent, determined men out on the road; and sticking to a town until an organization had been effected. They had found that it paid to put out only the best men; and remunerate them properly. If one man failed in any town, send another man there, and still another if necessary. He cited one of his own experiences, where the first man he visited announced that he had a shot gun ready for any other plumber who entered his shop; but this man was now president of his local association. In closing Mr. Jennison called attention to the fact that plumbers and Hardwaremen carried some identical lines; and urged that there should be a mutual understanding between both on prices, in order to avoid unjust competition. This had already been done by the two Pittsfield, Mass., associations; and had been found very satisfactory.

President Parlin then read a letter from Henry R. Peirson, of Pittsfield, who had been invited to be present and speak. While regretting his inability to attend, the writer took occasion to offer some suggestions. Among these were:

"Don't expect too much at once. Lay in a good stock of patience, and draw freely upon it. Don't meet alleged cut prices until you have investigated the report thoroughly; as in nine out of ten cases, these reports were untrue. Talk face to face with your competitors; and have a great deal of charity. Acknowledge your mistakes freely. Raise your prices gradually to the proper point; as high prices simply invite competition from the outside. Do not talk Associations and Trusts to your customers; as they will be happier in knowing nothing of such things."

President Parlin remarked that, however diffident Mr. Peirson might be about speaking, he certainly contrived to embody many good ideas in his letters.

The next speaker was R. R. Williams, of the *Iron Age*. After some preliminary remarks, in which he referred to the complexity of the Hardware business which elevated it to the dignity of a profession, the speaker turned his attention to the origin of the association idea; and the benefits to be derived therefrom. The commercial conditions were

Digitized by Google

constantly changing with lightning rapidity; and he must indeed be a shrewd man, who could forecast the changes for the next five years. In order to keep pace with these changes, it was absolutely necessary that merchants should get together and understand each other's attitude. He expressed the opinion that the proper place to begin the reform was at home. Each merchant should see that his own business methods were pure. He considered that the most important advantages to be gained were: 1st. Early closing; which was necessary in order to give the necessary attention to the physical and mental culture which every merchant owed to himself.

2nd.—Harmony of policy; necessary to the successful meeting of outside competition, and 3rd.—The arrangement and classification of credits. The speaker quoted from letters received from Western Associations giving details as to how this was best to be accomplished.

The President then introduced W. P. Cohoe, of Harvard University; who promised to deliver a lecture on the properties, constituents and their effects, of iron, at next monthly meeting. Mr. Cohoe said he would be glad to receive any suggestions from the members as to what would interest them in this relation. Several questions were put; and will be dealt with fully in his coming lecture.

After a vote of thanks to the visiting speakers, and to the ladies, who had contributed so much to the evening's enjoyment, proposed by D. Fletcher Barber, the meeting adjourned. FRED A. CATON.

It Troubled This Traveler.

Editor Hardware: I don't think that any editor has a right to interfere with business.

I have a bill of steen-steen dollars against your concern, for time I was compelled to lose in the middle and final days of April, because of that confounded special Jobbers' number you perpetrated on the 10th.

I am a travelling hustler, who visits the jobbing trade. In almost every place I visited, I was held up, and made to wait, because the man whom I wished to see, had his nose in the pages of that number. Then when he turned to me he was more anxious to discuss some article on the jobbing trade that he liked or did not like, than he was to talk business. Who is to make me good for all this lost time?

Seriously speaking, I never saw a trade journal more thoroughly distributed throughout the United States or more generally read and discussed, than that was. It was everywhere—in the hands of proprietors, buyers, clerks, type-writers, and all. It must have made a smashing record on somebody. I have no objection to your doing all the good work you can, but the next time your burning missionary zeal takes this form, please let me know, so that I can stay at home and save hotel bills until the flurry dies down. Respectfully yours,

Rochester, May, 1899. A SALESMAN.

New Members Hardware Club.

At a recent meeting of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the club:

Fred. Irving Simpson, Sickels & Nutting Co., No. 35 Barclay Street.

Abel H. Gilbert, No. 170 Times Building.

John T. Underwood, No. 30 Vesey Street.

F. E. Kohler & Co., Canton, Ohio, whose general agents are Allerton-Clarke Co., No. 97 Chambers Street, New York, announce that they will offer their new line of Hollow back D handle all steel shovels under the F. E. Kohler brand instead of Anti-Combine, as heretofore announced, as they prefer to build up a trade on these goods under their own firm name. As soon as dies are finished they will be prepared to furnish scoops, coal shovels, etc.

"No More Scrappin' on de Second Floor."

"Say!" said the new boy in the Chambers Street Hardware store to the chief packer, "what sort of a bluffer is de old silk-hat who squats up dere in de back office?"

"Gosh, I hope you didn't bunk up agin him?"

"Dat's what. And I guess he won't forgit it, neider."

"How come it?"

"How come it? Not tru me. The crank who runs me end of de floor tried to hold me down to a lot of tings dat don't come under me scale of wages, and I kicked. Plug-Hat happened along, and he says, 'Hello, boy, what's de matter wid you?' I pipes me story, and he says 'Your'e a new boy, ain't you?' and when I says 'Yes,' he pipes me something about newness and freshness being two tings altogedder. Then he says, 'Come down stairs wid me,' and down we goes."

"Thought he was going to raise your wages?"

"Well, he didn't. When we got down among dem leather chairs, wid de type-gals eatin' cake on de sly, and sniggering at me, de old man says 'Take a chair Robert.' Say, but tings were coming me way. Then says he, 'They tells me you was de new boy on the second floor, and dat you were set at work dat don't belong to you?' An' I says, 'You got it on de dead level, boss. I don't run me only two legs off fer tree plunks a week for no man.' 'Plunks is good,' he says, 'and you look like a boy dat's got good blood, and we wants to make a man of you. But dere's one thing'—and he put his head down and looked in me eye—'dere's one thing, Robert, that we might as well settle now. You go back and do just what you are told, and when you're spoken to, jump as if dere was a hornet's nest in your little panties, or on goes your hat and out you goes tru dat front door. See?'"

"And what did you do?"

"Ain't I here? Say, he's a slick one. I ain't had no trouble since. Me and Plug Hat understand each odder now, and dere's no more scrappin' on de second floor!"

A Sad State of Affairs.

Editor Hardware: "When shall we three meet again?"

Manufacturers, buyers and salesmen can look backwards with many unavailing regrets, unless they profit by experience.

It is useless for either member of this famous trio to point the finger of scorn at the two associates, as there is not much choice between them. We have a good many able and sensible men in the business but, there are too many who are constantly doing foolish things, and too many who are regardless of the ethics of business, and from the "foolish" and "regardless" proceed the afflictions of business men.

Manufacturers, on the demand of the buyers and salesmen, have striven to outdo each other in copying, infringing and reducing the quality and cost, until we are selling large quantities of third quality and small quantities of first quality goods, much to the annoyance of the consumer and loss to everybody, and this has necessitated the doubling of the tons of goods sold, to keep up the amount in dollars, thus keening competition and causing a strife for everything in sight, to the consternation of the buyer who carried a large stock for the accommodation of the small buyer.

When my ancestor landed in New York, men lost their property by pirates, highwaymen, and Indians, and to-day we lose our property by burglars and misrepresentation, which is a great improvement, and this progress will continue. Yours respectfully,

New York, May 13, 1899. SALESMAN.

The J. E. Bolles Iron & Wire Works, Detroit, Mich., have issued a pocket edition catalogue of their iron, wire, steel, brass, and electro plated work.

Digitized by Google

HARDWARE TRADE IN UNITED STATES.*

In the growth and development of a new country the Hardware trade has necessarily an intimate and important part to play. From first to last it is designed to aid and supplement man's efforts. The settler's ax, the farmer's plow are all contributions of the Hardware store. From it came the tools and nails that set up the first homes of the land. And in time, when the wealth of the individual and the country has its apt and material expression in beautiful homes and handsome public buildings, it is the Hardware trade which provides, in metal trimmings and finishings, a thousand and one contrivances that our modern standards of luxury and convenience require.

As might be expected of so non-committal a word, which only stipulates "hardness" as a character of its products, Hardware includes a great variety of articles. These, in their manufacture and sale, fall naturally into certain groups, any one of which frequently constitutes an interest in itself. Domestic Hardware includes agate, tin, and iron utensils, and other household furnishings. Builders' Hardware explains itself in a long line of bolts, locks, knobs and trimmings in addition to building staples, while tools, agricultural implements, machinists' supplies, cutlery and saddlers' Hardware are common trade distinctions.

The history of the Hardware industry in America is coincident with the history of the United States. Americans are justly proud of their century and a quarter of national development and for the same time the annals of Hardware manufacturing are an equally creditable record of growth and progress.

At the birth of the nation the industry practically did not exist; for the royal government, recognizing in the growing colonies an important outlet for English products, had tolerated no competition and suppressed all manufactures. Our early Hardware was therefore imported, and for the most part of English make, the mother country continuing to be the principal source of supply throughout the colonial period. With independence came the beginnings of Hardware manufacturing, which, if small, were at any rate prompt and significant. Soon the war of 1812, emphasizing the separation from England, and throwing the people on their own resources, gave a great impetus to all manufacturing interests. But American Hardware in a differential and distinctive sense dates from about 1840, when the struggling American manufacturer began to get a foothold. Gradually the superiority and more attractive appearance of his goods were recognized and the foreign article supplanted. To-day we not only satisfy the home needs, but have an export trade which has more than doubled in the last decade. American tools especially are invading every market in the world, while England and Germany have been forced to concede America's ability to maintain her place in the ever-increasing competitive struggle in the exportation of Hardware products.

Not figures alone show the marvelous spread of American goods—you may hear a cow bell in the Swiss Alps that was made in Connecticut, and many a machete returned this summer to its native land as a grim souvenir of battle. For the machete, which attained such prominence and had such a deadly sound in the newspaper reports of our late war with Spain, has, under its less dangerous English title "cane knife," long figured largely in the invoices of our Cuban trade. American missionaries have carried American goods to strange places and perhaps opened up future markets for our tools and implements; but what has made American Hardware a familiar term the world over is not alone the ambition and enterprise of the American merchant. It is the genius of the American mechanic and inventor.

The common nail offers a characteristic and striking illustration. There were nails before Columbus was born, for nail making is one of the oldest of the handicraft arts, but the art of mechanical nail-making is conceded to be American in both its origin and development.

The nails the colonists brought over were handwrought and necessarily scarce and expensive, as were all articles of manufactured iron. In the early days of Maryland and Virginia, people burned their abandoned houses for the sake of recovering the nails in the ashes; while in the rougher types of buildings, the undressed logs were held together by wooden pins. In New England the thrifty agricultural population turned to nail making by the fireside in the long winter.

Soon, however, in the rapidly developing country, where there were so many wooden structures to be erected, cheap nails became the crying need. Under so imperative a stimulus a machine was invented designed to cut in one process a complete nail from an iron plate. This was a momentous beginning. A series of patents extending from 1775 to 1834 developed a high degree of efficiency in nail-making machinery, and, by numerous stages, perfected the process whose product is universally and technically known as the American cut nail. Truly "the great glory of the Americans is in their contrivances," and no one achievement of American inventors has greater practical value or has contributed more directly to progress than this one little Hardware unit.

For nearly a hundred years the American nail has been alone in the field. Gradually, in the manufacture of nails as in every department of Hardware, steel is supplanting iron, and within the last decade the cut nail has found a rival in the wire nail of French extraction. Many millions of kegs of this nail are now turned out annually by our factories, and it is undoubtedly the nail of the future. But it was the American cut nail which, answering the cry of necessity, played its important if humble part in the "upbuilding" of the nation and is a proud and consistent illustration of Hardware development in the United States.

The statistics of a trade which caters to the necessities rather than to the luxuries of life show as nothing else the marvelous consumptive capacity of this country. Few can realize that it takes annually more than a hundred million tire bolts to keep the wheels of the country going or of iron screws about two and a half billion to keep things together.

The burden of the distribution of these millions rests on the Hardware jobber, a middleman peculiar to American business methods, who carries for the convenience of the smaller merchant a stock which is the accumulation of many factories. Other centers handle their products direct from factory to retail shop; but with us the great distances which separate the local dealer from the industrial centers have made the Hardware jobber a necessity.

The locations of these jobbers become known as centers

* The above very able and interesting article on the Hardware trade of this country, was prepared by William G. Smythe, of the Russell & Erwin Mfg. Co., at the special request of the editor of "The Chautauquan," and appears in the May issue of that magazine. It is numbered among the articles the reading of which is required in the Chautauqua course. Mr. Smythe's long service in the Hardware ranks, and his entertaining style as a writer, make the article one of unusual value and interest.

Digitized by Google

of distribution. The centers of a Hardware distribution in the United States show a firm westward tendency. In the days of imported Hardware the seaport cities were the distributing points which forwarded the Hardware to the whole country, but, with the natural spread of population, and the improved facilities in transportation, the centers of distribution have moved steadily westward and are now represented in the middle West.

In opposition, however, to this progressive westward movement of the distributing centers, the centers of industry for the Hardware trade remain stationary, and now as always, its great manufacturing interests are concentrated in the Northeast, where environment and heredity combine to produce a population adapted to the conditions of hanical labor. Certain localities supply their own specialized needs; California, though not a manufacturing State, makes the canners' tools which prepare for market products of her orchards and fruit farms. The Northwest makes for use in its own grain tracts reaping and harvesting machines. Pennsylvania converts much of her own iron and steel into tools and heavy Hardware before it leaves her borders and has become a very important factor in Hardware production.

But, generally speaking, the industrial centers for the Hardware interest are and will remain in the New England and neighboring States. Manufacturers are obliged to establish their works where they can command skilled labor, and so, though the growth and expansion of the country may take the consumer farther and farther from the source of supply, the industrial center must change so slowly, if at all, that the future of the jobber is assured.

The Hardware jobber or merchant, in addition to his ability to handle many thousands of tons of varied products, must also be past master of the mysteries of Hardware price-making. For in its system of lists and discounts the Hardware trade has a method of business peculiar to itself; a manufacturers' list price being by no means a selling price, but rather the commonly accepted valuation showing relative costs for various sizes and grades of goods. All Hardware manufacturers use the same unvarying list prices on standard goods, and then from these list prices selling prices are quoted by means of a system of discounts. For example: The ordinary tack which in 4, 6 and 8-ounce sizes lists at $1.45, $1.55 or $1.65 per dozen papers, will perhaps be sold "90, 15 and 10" off, till the actual selling price is only a few cents. Many influences have been at work to reduce this established list price to its anomalous position, but it seems an unaccountable mystery to all but the initiated.

Undoubtedly when originally established this list value was the market value, so the widening gulf between list and selling price shows the great diminution in value of all Hardware products. I do not refer to a temporary reduction due to competition and depressed conditions of trade generally, but to a gradual lessening in cost which the years have brought about, the natural and desired result of cheaper material and improved appliances and processes.

The basis of Hardware is principally iron and steel, and the value of the manufactured product bears a direct ratio to the cost of its constituent material. Hence, with the development of the great mineral resources of the country, resulting in increased production of iron and steel and consequent decrease in their values, there has been a corresponding decrease in Hardware values. American iron and steel now compete successfully in the great markets of the world and will eventually give American Hardware, in its manifold forms, a commanding position in the same markets.

Further, it can be said of Americans that they are essentially a machinery-using nation, and in no department of industry has this triumph of machine over man been more marked or conducive to more important economic results than in the manufacture of Hardware.

It has been a long step these hundred and twenty-five years between the patient home nail-maker and the modern nail-cutting machine with its capacity of one hundred to a thousand nails a minute. American impatience and push have accomplished this and many equally valuable labor-saving devices which have been gladly adopted by the American people. Serious riots have followed the introduction of machine power in some of the overcrowded manufacturing centers of old England, but it is characteristic of Americans of all classes to accept eagerly the latest thing.

The machinery of the Hardware factory has steadily advanced in simplicity of form or function and economy of production. There are in common use to-day in the screw factories of Ohio and Connecticut machines that can turn out a perfect screw, thread, head and slot in one process—which obviously means a cheaper article than ever before. And this is typical of the progress in all branches of Hardware manufacture; so that as regards Hardware generally and American Hardware in particular, the necessary result of the cheapening of its two great factors of production, method and material, has been a great reduction in cost.

The manufacture of Hardware involves large and complete factories, and all Hardware nowadays is the product of factory work. Yet there is no such thing in reality as a "Hardware factory." It exists only as a convenient descriptive term. For Hardware is a broad word, and so great is the number and variety of articles included that no one factory scheme, however comprehensive, could possibly absorb them all. A detailed management is the only feasible one, and not infrequently each object must be made the basis of distinct manufacture. And so for greater facility in production we find great plants devoted to the manufacture of agate ware, tools, or builders' Hardware, or content with the single product of drills, screws or files.

Naturally the equipment and methods of manufacture vary with the product. Hand tools, not exacting great power or complicated machinery, are small job work; while machinists' supplies, representing the highest class of machine work, are made in the most modern and best-equipped factories in the world. It is for the manufacture of light Hardware and builders' Hardware that we find the largest and best organized factories, employing the greatest number of hands.

This tendency to specialization in Hardware manufacturing, which after all is the tendency of the age in everything, leads ever to greater improvement in the quality and quantity of the article produced. In its working it trains up a class of skilled workmen, really intelligent machinists, ever on the alert to the possibility of some improvement in the processes and products they know so intimately. Many a Hardware factory to-day is working patents taken out in the name of its foreman or even a man in the ranks.

Our cheap and accessible patent system stimulates every form of improvement. Hardware people have had early and continued advantage of its benefits, since the files of the United States Patent Office record many a triumph of the Hardware inventor and manufacturer. The first patent, though it included much besides, protected the manufacture of "scythes and edged tools," and to this day the best saws are made in America. Also the first steam power applied to manufacturing purposes was tried in a Hardware factory of New Britain, Conn. Each succeeding year has contributed to the number of useful articles covered by the term Hardware till the reports of the United States Patent Office constitute the most complete catalogue of Hardware in existence.

Digitized by Google

This technical catalogue of Uncle Sam's, though a splendid tribute to the American Hardware manufacturer, is not, however, the one on which he relies to advertise and exploit his goods to the trade. Periodically the big manufacturers and merchants get out a classified catalogue of their stuff; a catalogue which has grown from a modest circular to a magnificent volume of over a thousand pages, substantially bound and handsomely illustrated with cuts and half tones. These are freely distributed, so that each Hardware dealer accumulates a valuable trade library, which indicates the range and possibilities of his business. An examination of these catalogues reveals not only in themselves but in the articles they describe, the great artistic improvement in Hardware of recent years.

Most especially is this shown in the department of builders' Hardware. There the nineteenth century has not alone been a century of mechanical progress, for the designs for the "trim" and "finish" of buildings have kept abreast with the changes and improvements in architecture. American architects demand the newest and best in this department of Hardware, and it may be said to be an essentially American branch of the trade, since there is no market outside of the United States for its finest goods.

With us different styles of treatment must each be accompanied by suitable Hardware, whose design, execution and finish are of the best. The presenf prevalence of the French school of architecture, due doubtless to the training of our younger men at the Ecole de Beaux Arts, is reflected in "Touraine," "Marie Antoinette" and "Louis XVI" designs for door and window fittings. Not infrequently, when special effects are desired, the architect designs Hardware as well as house, and the result is in the highest degree artistic and suitable.

The admirable quality of American builders' Hardware is well illustrated in the American door lock of the better class. Its knob and escutcheon lend themselves to the most elaborate treatment. Its mechanism is highly efficient, so that it combines both scientific and artistic excellence.

Perhaps when all is said no Hardware device adds more to the comfort and security of every-day life than the various contrivances for keeping the wrong person out. And in the development of locks American inventors have again an honorable share.

Our forefathers were a sturdy race, but I know they could not carry ten or twelve keys on their person, as most men do to-day. Yet the modern steel lock, with its flat little key, offers much greater resistance to the lock-picking fraternity than did its clumsy iron progenitor of two and three times its size. The American lock is remarkable even in these days for the smallness of its key. Also American in their origin are time locks for safes, where a clock is so combined with the mechanism of the lock that it can only be opened at specified hours, when the clock releases certain bolts and enables the key to do its work. Another interesting development in modern scientific lock making is the making for hotels and institutions of a large number of locks in sets so arranged that while the key of one will not open any of the others, yet there is one key, the master key or pass key, which will open all.

In the manufacture of locks the parts are made by machinery and put together and finished by hand, by a system of piece work where the workman, working under factory supervision, is paid at a fixed price per finished lock.

So much science and art go into the modern lock that it is in this department of Hardware manufacture that what political economists call economy of production is greatest. That is, here the value of the product more than triples the value of the constituent material, whereas in the heavier and coarser grades of Hardware the first cost rarely exceeds twice the cost of the iron or steel consumed.

As to the condition of labor in Hardware manufacturing, it is estimated that the man who works in a Hardware factory, though he handles from 6000 to 10,000 pounds a year, has nevertheless a safe, healthful trade and good wages; wages, which in America are fifty per cent. higher than for the corresponding grade of work in the older countries. His work is usually in some rural neighborhood or smaller city, where his family can be comfortably housed at moderate cost, and in the lighter work of the factory, in tending small machines, and especially in the packing room, there is work for his daughters. With the great improvement in the mechanical part of manufacturing the work of packing becomes relatively more important. Besides everything must be neatly and attractively put up for sale nowadays, so that in some of the big, modern factories, equipped with the latest labor-saving devices, from fifteen to twenty per cent. of the number of hands are employed in the packing room. In this there is a large and congenial field for women workers, though, except on the clerical and office force, women have a smaller opening in Hardware than in almost any other trade.

The Hardware trade is one of the world's great industries and takes prominent rank in the United States. Rich and poor alike require its products, so no town lacks its general Hardware store. In the making and handling of its goods it is a means of livelihood for thousands of American bread-winners. Its factories, with their large number of operatives, support half the population of some New England towns. Its drummers are to be found on every train, and there are Hardware merchants who do an annual business of over ten millions of dollars and conduct great establishments unequalled for size and completeness. The foundations of some of the big fortunes of the country were laid in Hardware; fortunes made great, however, by land and railroad investments. The extent of the Hardware trade in this country is shown not alone by the value of its output, which approaches the fifty million mark, or the number of people it engages, but manifests itself in the number of journals and associations which bear its name. There is more than one exclusively Hardware publication, and what is probably the ablest and best of all trade journals is devoted to the interest of the Hardware trade in the United States.

In addition to many local clubs, the Hardware trade has a national association, comprised of Hardwaremen from nearly every State, at whose annual dinner there is always a hearty toast to American Hardware.

WILLIAM G. SMYTHE.

New Cutlery Company.

The Valley Forge Cutlery Co. was incorporated at Trenton, N. J., on the 10th inst. with a capital stock of $50,000. The incorporators are Carl F. Boker, Hans R. Boker, Chas. H. Hawkins, Geo. C. Weaver, Frank C. Wheeler, Edward Grafmueller, Chas. W. Weaver, James Tyler and Wm. E. MacKenna. The company are now building an extensive factory at Newark, and will equip the same with the latest and most improved machinery, and will commence the manufacture of pocket knives at a very early date. Hermann Boker & Co. will handle the entire product of the factory. The officers and directors are:

President: Carl F. Boker.
Vice-President: Geo. C. Weaver.
Secretary and Treasurer: Chas. H. Hawkins.
Directors: Frank C. Wheeler, Edward Grafmueller.

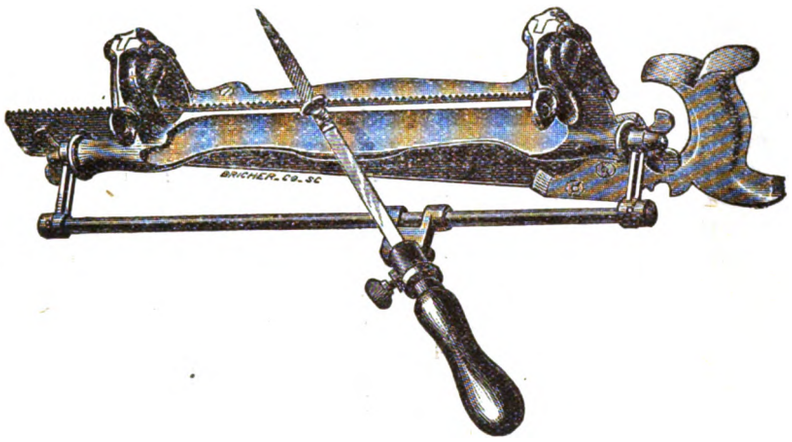
The money in circulation in the United States has more than doubled in the last twenty years, it has increased fifty per cent. since 1886, and more than twenty-five per cent. since July 1, 1896.

Digitized by Google

NEW GOODS AND SPECIALTIES.

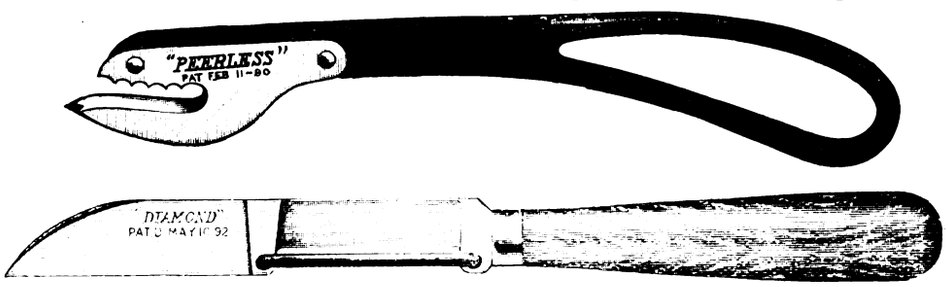
A New Device for Filing Saws.

The Elkins Saw Filer and Clamp, now being placed on the market by A. J. Wilkinson & Co., Boston, Mass., has apparently reduced the work of filing saws to mechanical accuracy. It will be seen from the accompanying illustration to consist of a vise to which is fixed a file handle which moves through guides. The handle is instantly adjustable to any pitch or bevel and when so adjusted moves freely through the guides, assuring the fact that each tooth will be filed the same. In the hands of an experienced filer this appliance will naturally save time and trouble; and it is further claimed to save the files. But the fact that it can be used by the inexperienced with equally accurate effect, makes it additionally valuable as a seller. As it is now being sold at a popular price there should be a good demand for it. Full information as to prices, etc., will be cheerfully furnished on application to the agents.



Schofield Mfg. Co.'s Hardware Specialties.

The Schofield Mfg. Co., John H. Graham & Co., No. 113 Chambers Street, New York, sole selling agents, are placing upon the market an important line of Hardware specialties, including the "Delmonico," "Boston" and "Peerless" Can Openers; "Double Action" Mincing Knives, Diamond Parer and Kitchen Knives, New York Tack Pullers and Alaska Ice Breakers. These goods are all excellent sellers and worthy of a wide distribution. We present herewith an illustration of the "Peerless Can Opener," the sale of which has more than doubled during the past month, and also the "Diamond Parer and Kitchen Knife," which has won its way in the market wherever introduced. Catalogues for these specialties may be had for the asking, and they will be found desirable additions to any stock embracing similar goods.



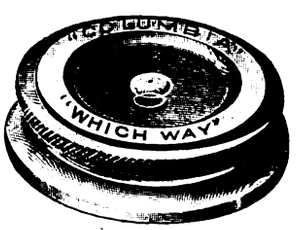
X-Ray Lemon Squeeze.

The X-Ray Lemon Squeeze is a new article that is being placed upon the market by the Freeport Novelty Co., Freeport, Ill. The form of the same, and the method of its use are so apparent from the accompanying illustration, that no extended description is necessary. It is described by the makers as penetrating, substantial, and cheap. The plunger is of solid aluminum and the auxiliary handle assists materially in the operation. There are screw holes in the base, to fasten it to the table or counter if so desired. Of its operation, the company say: "The weight of the body can be used for power. The plunger is spiral and worms its way into the lemon, allowing the juice to follow the thread to the decline, thus making the drainage perfect. The acid flows from the strainer free from seeds or pulp; little or much can be gotten without pouring. Notice the shifting fulcrum; when the handle is up to receive the lemon the pivots are forward; they are drawn back as the pressure is applied permitting the lemon to adjust itself to the plunger, thus getting all the juice with one squeeze. The weight is two and one half pounds. Will lift out to rinse. Sent to any part of the United States on receipt of price, $1. Liberal discount to the trade."



"Which Way" Pocket Levels.

E. G. Smith, Columbia, Pa., is placing upon the market a number of specialties which possess meritorious features, and prove good sellers. Prominent among these is the "Which Way" pocket level, which has become very popular, an illustration of which we present herewith. It is provided with an accurately ground lens, and is nicely nickel plated and polished. Being about the size of a silver dollar, it can be carried conveniently in the pocket. It is considered much more sensitive than any ordinary level, as it tells in an instant the direction in which the work is out, while with other levels it is necessary to make several attempts before you are certain. Further information will



Digitized by Google

be furnished by request, together with trade prices, by application to the manufacturer.

Ball-Bearing Lawn Mower.

The illustrations shown herewith, show the new Ball-Bearing for use on a lawn mower, for which a patent has been recently granted to that industrious inventor, Thomas

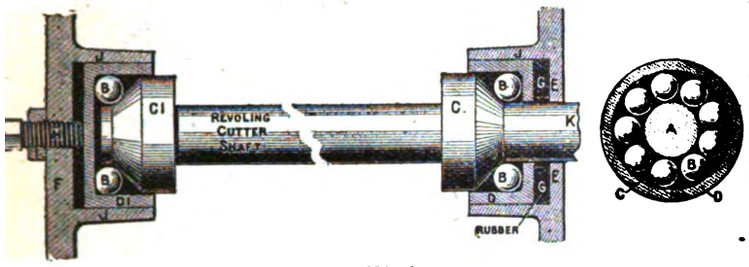


FIG. 1.

Coldwell, president of the Coldwell Lawn Mower Co., Newburgh, N. Y. The ball-bearing is shown in Fig. 1, and its application to the mower in Fig. 2. It is very simple and effective, and its principal feature lies in the fact that it is self-adjusting. It is so built that one set screw adjusts both bearings, and when properly adjusted, is kept so by a simple spring device which automatically takes up all the lost motion in both bearings occasioned by wear. There is, therefore, practically no lost motion in the bearings. When the bearings need adjusting it can be done quickly; that the adjustment is automatic, which when once properly set needs no attention from the operator for a long time; that the bearing compensates for wear

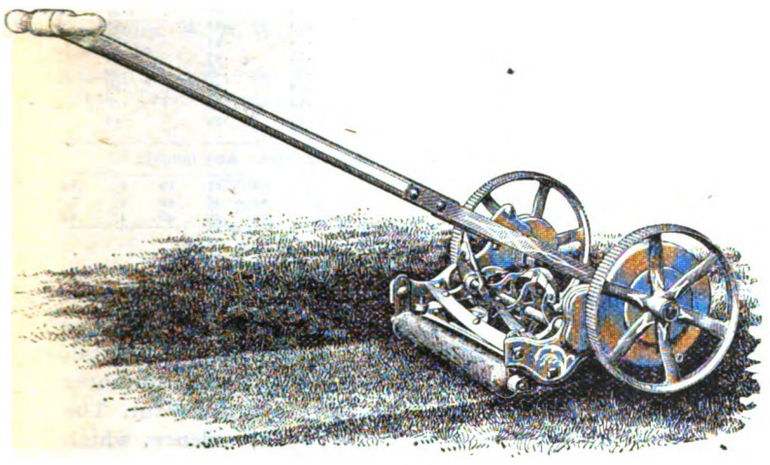


FIG. 2.

and secures a journal that is always free from lost motion, and prevents the revolving knives dropping down upon the lower knife; it does not require an expert to adjust the machine.

William D. Southard, senior member of the firm of Southard, Robertson & Co., stove manufacturers, died at his home, Peekskill, N. Y., of Bright's disease, in his fifty-ninth year. The firm was established in 1835, and Mr. Southard became a member of it at the death of his father in 1861. He was married when he was 21 years old to Emilie Robertson, a sister of Col. George W. Robertson, his partner. Mr. Southard had been a trustee of the village of Peekskill and also president of the village, and was connected with a number of local associations. He was adjutant of the old Eighteenth Regiment of the National Guard.

The popularity of the Walda Sectional Sash Weight, manufactured by the Barney & Reed Mfg. Co., Boston, Mass., is evidenced by the growth of their export trade. Keen competition has taken place in the attempt to secure exclusive rights for foreign markets, and many flattering offers have been received in this respect. The company announce large shipments of their goods abroad; Canada and South Africa each being liberal buyers.

The Texas Jobbers.

The recent meeting of the Texas Hardware Jobbers' Association, is regarded by the members as the most successful ever held by that live organization. It gave evidence that good work was being done in the present, with promise for even better results in the future. Among the visitors present was James J. Mandlebaum, Little Rock, Ark., president of the Southern Hardware Jobbers' Association. The meetings were held in the parlors of the Merchants & Planters' bank, in Sherman, and the citizens o that hospitable place regaled the delegates with a drive about the city, followed by a sumptuous banquet. A number of felicitous speeches were made by W. L. Sanford, of the Roberts, Sanford & Taylor Co., Sherman. J. J. Mandlebaum, Little Rock; Jas. Moroney, of the Moroney Hardware Co., Dallas; and President F. A. Heitmann of F. W. Heitmann & Co., Houston. The delegation were also entertained by Mrs. Kidd-Key, president of the North Texas Female College, by a concert and reception. This feature was, perhaps, the most enjoyable of all.

The following officers were elected:

President, F. A. Heitmann, F. W. Heitmann & Co., Houston.

First Vice President, J. C. Bering, Bering-Cortes Hardware Co., Houston.

Second Vice-President, Walter Tips, Austin.

Secretary-Treasurer, Robert Eikel, Eikel-Breustedt Co., Waco.

Executive Committee: Jas. Moroney, Moroney Hardware Co., Dallas; R. F. Bell, the R. E. Bell Hardware Co., Weatherford; A. P. Duncan, McLendon, Duncan & Co., Waco; W. L. Sanford, the Roberts, Sanford & Taylor Co., Sherman.

The president has appointed the following standing committees:

Transportation: Geo. A. Trumbull, Huey & Philp Hardware Co., Dallas; E. A. Peden, Peden & Co., Houston; W. L. Sanford, the Roberts, Sanford & Taylor Co., Sherman.

Manufacturers: A. C. Goeth, Walter Tips, Austin; Jos. F. Meyer, Jos. F. Meyer & Co., Houston; Jos. Eikel, Eikel-Breustedt Co., Waco.

Grievance: H. Elmendorf, Elmendorf & Co., San Antonio; C. E. Nash, Nash Hardware Co., Fort Worth; H. S. Bettes, H. S. Bettes Hardware Co., Paris.

A Departure in Draw Knives.

Attention is called to the advertisement in another column of A. J. Wilkinson & Co., Boston, Mass., who are placing on the market something unique in draw knives. The improvement consists in the fact that the handles are adjustable to any desired position, and when set are perfectly rigid. The ordinary draw knife is, perhaps, one of the handiest tools to be found in a wood-workers' chest, but frequently its usefulness is stultified by the difficulty with which it adapts itself to corners and other awkward places. This is almost entirely overcome with the knife under consideration, which by a change in the position of the handles can be used in almost any place. Another benefit is that when not in use the cutting edge is completely protected, thus guarding the blade against accident, and the fingers of the user against cutting. When folded it can be carried in the pocket or packed in a very small space. The manufacturers will be pleased to furnish prices and discounts to the trade upon application.

Ye preachers who for cyclers fear,
Because from church they stray
To ride through grove and glen, should hear
What Wadsworth has to say:
"One impulse from a vernal wood
May teach you more of man,
Of moral evil and of good,
Than all the sages can."—*L. A. W. Bulletin.*

Digitized by Google

New Price Lists in Screws.

Under date of May 10th, the American Screw Co., Providence, R. I., issue a list which cancels and withdraws all previous quotations at variance with the same. They call attention to the new price lists and changes in discounts for rivets, adopted May 10th, and to the changes in discounts on tire, sleigh-shoe, stove and sink bolts and stove rods, adopted March 24th.

WOOD SCREWS.

Description.	Disc't.
Iron, Bright Flat Head.....	..85%
" " Round and Oval Head	..82½%
" " Round and Oval Head, Piano, Not Polished.	82½
" " Fillister Head ..	82½%
" " " Piano, Not Polished.	82½%
" Blued, Flat Head (Add 5 per cent. to net amount of invoice)	85%
" " Round Head	82½%
" Felloe, Flat Head.....	85%
" Pinched Head.....	*
" Headless.....	*
" Bung Head..	*
" Drive	85%
" Japanned, Flat Head	82½%
" " Round Head...	75%
" Tinned, Flat Head. ...	82½%
" " Round Head.. ..	75%
" Bronze Plated, Flat H'd	82½
" " " Round H'd..	75%
Iron, Brass Plated, Flat Head	82½%
" " " Round H'd ..	75%
" Coppered, Flat Head	80%
" " Round Head.	75
" Nickel Plated, Flat Head, Burnished.	80%
" Silver-plated, Flat Head, Burnished	80%
" " " Round Head, Burnished..	80%
" " " Flat Head, Not Polished.	75%
" " " Round Head..	70%
Brass, Flat Head	80&10%
" Round and Oval Head.	75&10%
" Nickel Plated, Flat Head, Burnished	75%
" " " Round Head, Burnished ..	75%
Bronze Metal, Flat Head	75&10%
" Round and Oval Head	75%
For Export, Flat Head Iron....	*

MISCELLANEOUS GOODS

Description.	Disc't.
Machine Screws.	
Iron, Flat Head.	60%
" Round Head	60%
" Fillister Head..... ..	50%
Brass, Flat Head	50%
" Round Head	50%
" Fillister Head.....	40%
Milled Machine Screws.....	*
Cap Screws, for locks, Iron blued	87½%
Side Knob Screws. Iron blued..	87½%
" Brass and Bronze,	85%
Taps for Machine Screws	70%
Tire Bolts	
Norway Philadelphia	75%
Eagle Philadelphia.	80%
Bay State, Plain	70%
Bay State, Fluted.....	70%
Sleigh Shoe Bolts.....	80
Stove Bolts	
Flat Head	70%
" Annealed.....	70%
Round Head	70%
Stove Rods.....	70
Sink Bolts	70%
Rivets.	
In Bulk.	65%
Tinners', in Bulk or Papers..	65
Coopers', in Bulk.	65%
Block and Carriage, in Papers of 100.	65%
Hame	65%
Belt, with Burrs.	65%
Burrs, for Rivets.	65%
Hand Rail Screws	82½%
Dowel Screws	*
Winged Screws.	*
Pointed Wires	70%
Tapped Nuts	*
Standard Penny Wire Nails ...	*
Dowel Pins, Barbed and Plain.	*
Miscellaneous Wire Nails.	
1, 5 and 10 pound Packages .	*
25 and 50 pound packages and 100 pound kegs.....	*
Special Goods	*

* On items where discount is not given, quotations will be submitted on application stating quantity and assortment required.
Cash discount, 2% 10 days. Discounts subject to change without notice.

SPECIAL NOTICE

Changes have been made in the following lists and tables since the issue of our 1892 catalogue; the revisions now in force bear the dates here specified:

Item.	Date.
Patent Iron Wood Screws	Nov. 10, 1898
Patent Brass Wood Screws.....	Nov 10, 1898
Iron Machine Screws	Jan. 1, 1898
Brass Machine Screws	Jan. 1, 1898
Flat Head Stove Bolts	Aug. 27, 1898
Iron Rivets in Bulk.....	May 10, 1899
Thousand Rivets.....	May 10, 1899
Block and Carriage Rivets and Burrs.	May 10, 1899
Hame and Coopers' Rivets and Belt Rivets and Burrs...	May 10, 1899
Standard Penny Wire Nails.....	Dec. 1, 1896

Printed sheets, for insertion in the catalogue, will be furnished upon application.

IRON RIVETS IN BULK.

List of May 10, 1899. Price per Pound.

Size.	Length.														
	½	15-32	7-16	13-32	⅜	11-32	5-16	9 32	¼	7-32	3-16	-32	⅛	3-32
7-16	15													
⅜	15	16												
11-32	15	16	16											
5-16	15½	16½	16½	16½	16½									
1	15½	16½	16½	16½	16½	16½								
8	15½	16½	16½	16½	16½	17	17							
3	15½	16	17	17	17	17	18	18	18					
¼	15½	16	17	17	17	17	18	18	18	19	19			
4	15½	17	17	18	18	18	18	18	18	19	19	20		
5	16	17	18	18	18	18	19	20	20	21	21	22	22	23
6	16	17	18	18	19	19	20	20	21	22	23	23	23	24
3-16	16	17	18	18	19	19	20	20	21	22	23	24	25	26
7	16½	18	18	18	19	19	20	20	21	22	23	24	25	26
8	17	18	19	19	20	20	21	21	22	23	24	25	26	27
9	18	19	20	20	21	21	23	23	23	24	25	27	29	30
10	19	20	21	22	23	25	27	28	28	30	33	35	37	38
11	20	22	24	26	27	28	30	31	31	33	37	40	42	45
12	21	24	26	28	29	30	32	34	35	36	41	45	50	55
13	25	27	30	33	34	35	37	39	40	41	45	50	55	60
14	27	30	35	38	40	45	50	58	55	58	58	60	63	65

☞ Rivets made from smaller wire than No. 14, all lengths, 70 cents per pound.

Extras: Tinning, 2½ cents per pound, net. Tin plating, 1 cent per pound, net. Coppering, 1 cent per pound, net. Shoulder Rivets, 2 cents per pound added to list. Packing in 25 pound boxes, 20 cents per 100 pounds, net. Packing in 10 pound and 5 pound packages, 30 cents per 100 pounds, net. Packing in 1 pound packages, 50 cents per 100 pounds, net.

BLOCK AND CARRIAGE RIVETS.

In papers of 100 each—Price per paper.

Size	Length.												
	¾	⅞	1	1⅛	1¼	1½	1¾	2	2¼	2½	3	3½	4
3	32	36	40	44	50	60	68	75	85	98	110	125	150
4	30	32	36	40	46	50	60	68	75	85	100	118	120
5	26	28	30	34	40	48	56	62	68	75	85	100	120
6	22	24	28	32	36	40	46	54	62	70	80	95	115
7	20	22	24	27	30	34	38	42	46	55	65	75	85
8	16	18	20	22	26	30	34	38	44	50	60	68	75

COOPERS' RIVETS. Price per pound.

1d	2d	3d	4d	5d	6d
16½	16	15½	15½	15½	15

HAME RIVETS. Price per pound.

¼-in	6	3-16	7	8
and longer.	16	16	16½	17

TINNERS' IRON RIVETS IN PAPERS.

List May 10, 1899. Price per paper of 1000 each.

	Black.	Tinned.	Tin Plated.		Black.	Tinned.	Tin Plated.
8 oz.	.20	.25	.22	3½ lb	.70	1.05	.84
10 "	.22	.28	.25	4 "	.76	1.16	.92
12 "	.24	.31	.27	5 "	.90	1.40	1 10
14 "	.26	.35	.30	6 "	1.08	1.68	1.32
1 lb	.27	.37	.31	7 "	1.26	1.97	1.54
1¼ "	.29	.42	.34	8 "	1.44	2.24	1.76
1½ "	.33	.48	.39	9 "	1.53	2.43	1.89
1¾ "	.37	.55	.44	10 "	1.75	2.75	2.15
2 "	.42	.62	.50	12 "	1.98	3.18	2 34
2½ "	.55	.80	.65	14 "	2.31	3.71	2.87
3 "	.60	.90	.72	16 "	2.64	4 24	3.28

☞ Oval or Countersunk Heads, or extra lengths, 10 cents per 1000 in addition to the above prices.

TINNERS' IRON RIVETS IN BULK.—Price per pound.

	Black.	Tinned.	Tin Plated.		Black.	Tinned.	Tin Plated.
8 oz.	.38	.48	.42	3½ lb	.19	.29	.23
10 "	.34	.44	.38	4 "	.18	.28	.22
12 "	.31	.41	.35	5 "	.18	.28	.22
14 "	.29	.39	.33	6 "	.17	.27	.21
1 lb	.26	.36	.30	7 "	.17	.27	.21
1¼ "	.23	.33	.27	8 "	.17	.27	.21
1½ "	.22	.32	.26	9 "	17	.27	.21
1¾ "	.21	.31	.25	10 "	.16	.26	.20
2 "	.20	.30	.24	12 "	.15½	.26	.20
2½ "	.20	.30	.24	14 "	.15½	. 6	.20
3 "	.19	.29	.23	16 "	.15½	.26	.20

Barrel Rivets.

IRON BURRS.—Price per pound.

	Black.	Tinned.	Coppered or Tin Plated.		Black.	Tinned.	Coppered or Tin Plated.
⅜	.23	.33	.27	3-16	.28	.38	.32
11-32	.23	.33	.27	7	.30	.40	.34
5-16	.23	.33	.27	8	.33	.43	.37
1	.23	.33	.27	9	.34	.44	.38
2	.23	.33	.27	10	.35	.45	.39
3	.23	.33	.27	11	.36	.46	.40
¼	.23	.33	.27	12	.42	.52	.46
4	.24	.34	.28	13	.42	.53	.46
5	.25	.35	.29	14	.45	.55	.49
6	.28	.38	.32				

BELT RIVETS AND BURRS.—Price per pound. Any length.

Tinned or Coppered.	7	8	9	10	11	12	13	14
Uniform lengths in 1 lb boxes.....	31	32	33	34	35	42	43	45
Uniform lengths in ½ lb boxes.....	35	35	37	38	39	46	47	49

The Rogers Screw Company.

The Rogers Screw Co., Providence, R. I., the formation of which has already been mentioned in our columns, has been fully organized with the full subscription of capital. The officers elected so far are Olney Arnold II, treasurer and secretary, and Henry R. Rogers, superintendent. The plant of the Diamond Machine Co., of Providence, which is said to be up to date both in construction and equipment, has been chosen as the scene of the new operations, which will in a few months, we are informed, actively begin. The officers of this company promise that their goods will be fully equal to the best that are made. Mr. Arnold will sail on June 7th on the steamship *Britannica* of the White Star Line for Europe, where he expects to spend a few weeks on the continent.

Neal & Brinker, No. 168 Church Street, New York, have accepted the agency for the Holland Mfg. Co., Baltimore, Md., manufacturers of wire nails and tacks of every description, glaziers' points and double pointed tacks, roll paper holders, etc. It is the intention of this progressive firm to carry a well assorted stock of the goods of the above company; and inquiries regarding the same will meet with a prompt response. As the Holland Mfg. Co. are "outside of the combination," their New York agents hope to enjoy the benefit of this new connection.

Edwin Woodward, Wilna, Ohio: I inclose $1 in payment of my subscription to *Hardware*. I think I have taken it since about the first volume. I note some very nice letters about your Anniversary Number, and I think the issue is entitled to the praise. Indeed, in appearance it is equal to the illustrated magazine in many particulars, and superior in some. I am glad to give you a deserving word of commendation.

Digitized by Google

Southern Jobbers' Association.

The indications are that when the members of the Southern Hardware Jobbers' Association meet at the Hotel Islesworth, Atlantic City, N. J., on June 14th, they will meet a fair contingent of guests from the North. They have certainly come half way, by selecting a point in New Jersey for their gathering; and the result will surely be an increased attendance of visitors from this section of the country.

The invitation has certainly been generous. The manufacturers and jobbers of the North have already been invited, and now comes an additional card which includes two large and influential classes—the salesmen and the ladies. President James J. Mandlebaum says: "In our behalf, kindly extend to your salesmen, both in the house and on the road, an invitation to our annual meeting. They will find a hearty welcome and we believe the attendance at the convention will prove beneficial to them. We would also add that many of our members and guests will be accompanied by ladies, and we would recommend all those who contemplate going to Atlantic City to our meeting, to bring the ladies with them. Atlantic city is a very inviting spot and they would very much enjoy the trip."

The following is the full official programme prepared for the forthcoming Meeting.

Wednesday, June 14th.

Meeting called to order by the president. Calling of roll. Address of welcome by the president.

Address of welcome to the manufacturers. Chas. H. Ireland, Greensboro, N. C.; Odell Hardware Co.

Response: W. R. Walkley, New York City; Peck, Stow & Wilcox Co.

Annual address of the president. Report of Reception Committee. Informal reception manufacturers, guests and jobbers.

AFTERNOON SESSION.—Executive.

Wednesday, June 14th.

Reading of minutes of 1898 Convention.
Report of secretary-treasurer.
Report of transportation committee.
Report of grievance committee.
Report of manufacturers' committee.
Report of membership committee.
Report of executive committee.
Appointment of special committees.
Communications.
Miscellaneous business.
Opening of question box.
General discussion.

MORNING SESSION.—Thursday, June 15th.

Joint session of jobbers, manufacturers and their representatives.

Addresses by manufacturers: "Our Export Trade." W. H. Matthai, Baltimore, Md.; National Stamping & Enameling Co.

Addresses by jobbers: "Hardware Expansion." Cliff E. Speer, Fort Smith, Ark.; Speer Hardware Co.

"Associations and their effects." T. W. Gathright, Birmingham, Ala.; May & Thomas Hardware Co.

Addresses by manufacturers' representatives: "The Medium." V. C. Moore, Atlanta, Ga.; V. C. Moore & Co.

Address by representative of National Hardware Association.

Impromptu addresses by representatives of other Hardware jobbing associations, guests and members.

AFTERNOON SESSION.—Thursday, June 15th.

Executive.

"How shall we meet foreign competition and secure the trade of our legitimate territory?" W. L. Sanford, Sherman, Texas; Roberts, Sanford & Taylor Co.

Retrospection.
Prospection.
Opening of Question Box.
General Discussion.

MORNING SESSION.—Friday, June 16th.

Joint session of jobbers, manufacturers and their representatives.

Addresses by manufacturers:

"A General Talk." Geo. H. Barbour, Detroit, Mich.; Michigan Stove Co.

Addresses by jobbers:

"Equity as it Should Exist Between the Manufacturer and Jobber." R. C. Carson, Charlotte, N. C.; Charlotte Hardware Co.

"Are Trusts Necessary Under Existing Circumstances, and are They Detrimental to the Jobbers' Interests?" John Donnan, Richmond, Va.; W. S. Donnan & Co.

Addresses by manufacturers' representatives:

"Our Prosperous Country." C.T. Boynton. Chicago, Ill.; American Steel & Wire Co.

Introduction and addresses by representatives of the press:

"My Friend the Business Man." Jas. H. Kennedy; editor *Hardware*, New York.

"XXth Century Progress." Daniel Stern, president *American Artisan Press*, Chicago.

"The Development of the Southern Hardware Trade." W. H. Wilson; manager Tradesman Publishing Co., Chattanooga,

"The Trade Journal as a Developer of Closer Commercial relations between the Jobbers and Retailers.' W. S. Hemby; editor *Iron and Steel*, Chicago.

"The General Progress of the South." R. H. Edmonds, editor *Manufacturers' Record*, Baltimore.

"The Beneficial Results from Associations:" R. R. Williams, Hardware editor *Iron Age*, New York.

AFTERNOON SESSION.—Friday June 16th.

Joint session of the jobbers, manufacturers and their representatives.

Open discussion on the following questions suggested by the executive Committee:

1st. "How can the buyer do justice to himself and please all the traveling salesmen who come to sell him?"

2nd. "Can a manufacturer sell a jobber and retail merchant in the same territory and conserve both interests?"

3rd. "The difficulties in the way of maintaining uniform prices for the year 1899 and best methods to obviate them."

4th. "Should manufacturers of standard brands of goods sell their products to catalogue houses and department stores?"

5th. "If a traveling man cannot place his line in a city, has he the privilege to go to the consumer to sell his goods?"

EXECUTIVE SESSION.

Miscellaneous business.
Reports of special committees.
Election of officers.
Selection of place for next annual convention.
Adjournment.

C. E. Jennings Co's. New Location.

The C. E. Jennings' Co., by their removal to No. 101 Reade Street, New York, are able to fit up complete sample rooms showing to the fullest extent the important lines with which they have so long been identified; being on the level of the street will be found a great convenience to their many customers in this city and surrounding points of trade activity, for the furtherance of whose interests their house has always been made a headquarters. Fine and artistically displayed sample boards under glass, will be one of their principal attractions, and a good pick up stock will be carried for convenience of nearby customers; but all stock orders, or special requisitions, will be forwarded to factory and shipped promptly and complete. Private offices are provided for the members of the company, and signs of increasing prosperity and greater utility are visible on every hand. A new catalogue is in course of compilation by the company which they hope to publish very soon.

New York State Jobbers.

The regular meeting of the New York State Association of Hardware Jobbers was held in Utica, N. Y., on May 18th. There was a good representation of members. It was decided that the next meeting should be held in Buffalo on September 21st. At the close of the business meeting, the members and guests were entertained at dinner at the Fort Schuyler Club, their hosts consisting of Wright, Dana & Co., and Charles Millar & Son. Henry W. Millar acted as toastmaster, and speeches were made by President Charles H. Turner, George E. Dunham, of Utica; Howard Davis, of the American Tin Plate Co.; Hobart Weed, of Buffalo; J. W. Black, of Syracuse, and others.

"We persuaded our married daughter to move back from the country."

"Didn't she like it out there?"

"Yes; but she was always coming into town just when we wanted to go out to visit her."—*Exchange.*

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: The same reports as to trade conditions come in from all parts of the country. Sales are better than in May last, says Davenport. Business is good, says Minneapolis. Trade continues good, says Portland. There is no lull in trade, adds Cleveland. Orders are coming in as fast as we can take care of them, is the report from Chicago. We are too busy to write, says the man at Columbus. Trade is good, is the verdict of Pittsburg. The volume of trade holds up, says the man from Kansas City. And so it goes all over the country. While all these leading jobbers report themselves busy, there comes also the gratifying announcement that there is little cutting of rates, and that the dealers seem inclined to get what they can out of the advances, and not pass it along to another. Here in the East, at least, they are working in closer harmony than ever before, and in New York City the newly-formed local association must certainly have a good effect in this direction.

The rush toward combination is not quite so violent as it was, but the full rush of the tide has not yet been reached. The promotors are very busy, endeavoring to bring various interests together, but the public at large does not seem quite so enthusiastic as of old.

Advances in prices still go on, and the prices of raw material go up. The increase of our export trade, and other indications, show that these prosperous days are something more than a mere boom. The careful man endeavors to take advantage of all his opportunities, but does not feel inclined to go insane, and rush in with his eyes shut. There are plenty of legitimate chances, without tying up to balloons.

Wire Nails: No change in these goods has been made since our last report, so that present quotations are as follows: f. o. b., Pittsburgh; to jobbers in carload lots, $2.10; to jobbers in less than carload lots, $2.12½; to retailers in carload lots, $2.20; to retailers in less than carload lots, $2.30. New York quotations are as follows: To retailers, carload lots on dock, $2.35; to retailers, less than carloads on dock, $2.50; small lots from store, $2.60.

Cut Nails: The Cut Nail market shows a little change; business continues in a very satisfactory manner and the prices referred to in our recent issue as agreed upon are fully sustained. New York prices may be quoted as follows: Carload lots on dock, $2.05; smaller lots from store, $2.20.

Smooth Wire: The prices on this product are as follows:

To jobbers in carload lots	$1 95
To jobbers in less than carload lots	1.97½
To retailers in carload lots	2 05
To retailers in less than carload lots	2.15

Binder Twine: The market for binder twine remains substantially the same as last reported, and we quote as representing current quotations the following:

White Sisal, 500 feet to pound	9½ cents
Standard, 500 feet to pound	9½ "
Manila, 600 feet to pound	10¼ "
Pure Manila, 650 feet to pound	11 "

Prices are for carload lots, f. o. b. Eastern factories. An advance of ¼ cent per pound is charged in less than carload lots.

Cordage: The market on Manila and Sisal Rope is without active interest, the business being nominal and prices the same as previously given. We quote as follows:

Manila, 7-16 inch and larger	per pound,	9¾	cents
" ⅜ inch	"	10¼	"
" ¼ and 5-16 inch	"	10¾	"
Sisal, 7-16 inch and larger	"	8½	"
" ⅜ inch	"	9¼	"
" ¼ and 5-16 inch	"	9¾	"
" Lath Yarn	"	8¼	"

Prices are for carload lots, f. o. b. Eastern factories. For ess than carload lots the customary advance of ¼ cent is charged.

Hinges and Butts: The Stanley Works, New Britain, Conn., and New York, announce under date of May 22, an advance in prices which on hinges is fifteen per cent., and ten per cent. on such butts as are changed at all. These figures are as follows: Hinges. Light strap, 70 & 10. Heavy strap, 75 & 5. Corrugated heavy strap, 75 & 5. Light T, 65. Heavy T, 70. Extra heavy T, 70 & 10. Corrugated extra heavy T, 70 & 10. Hinge Hasps, 55. Long Chest, 55. Butts, Nos. 800, 802, 804, 806, 808, 810, 814, 816, 818, 820, 854, 66⅔. Butts: 828, 829, 830, 832, 834, 836, 838, 840, 842, 844, 70. These are subject to an extra of 10 to 15 per cent.

The McKinney Mfg. Co., Allegheny, Pa., have issued a statement under date of May 20, as follows:

"We give you below our discounts on Bright Steel Butts and Strap and T Hinges. We carry a large stock, filling orders on sight. and shall be pleased to serve you."

BUTTS.
Discounts apply to List of April 1, 1895.

Class No.	Discount.
700	66⅔%
703	66⅔%
704	66⅔%
705	66⅔%
707	66⅔%
709	66⅔%
711	66⅔%
713	70, 10 & 10%
714	70, 10 & 10%
715	70%
717	70%
719	70%
721	70%
723	70%
724	70%
725	70%

HINGES.
Discounts apply to List of March 15, 1898.

Light Strap	70 & 10%
Heavy Strap	75 & 5%
Light T	65%
Heavy T	70%
Extra Heavy T	70 & 10%
Long Chest	55%
Hinge Hasps	55%
Crate Hinges	70 & 10%
Crate Hasps	55%

Screws: On a page elsewhere in this issue will be found the revised discount sheet issued by the American Screw Co., Providence, R. I. This covers the changes in discounts for rivets, adopted May 10th, and the changes on Tire, Sleigh Shoe, Stove and Sink Bolts and Stove Rods, adopted March 24th.

Staples: Still another advance has been made by the associated manufacturers of staples, poultry netting, blind clinch, electricians', &c. The prices on these goods are now as follows:

	Discount. Per cent.
Poultry Netting	85 and 5
Blind	80 and 10
Spring	80 and 10
Clinch	80 and 10
Hook	80 and 10 and 10
Electricians'	80
Wire Cloth, in bulk	80
" " in papers	90 and 5

Hollow Ware: Yet another advance in stove hollow ware has been announced. The present prices are as follows: Terms sixty days, or 2 per cent. discount for cash in ten days; ground, 65 per cent. discount; unground, 70 per cent.

Double-Pointed Tacks: The manufacturers of double-pointed tacks have made an advance on these goods, which are now quoted in small lots at a discount of 90&5 per cent. and in bulk at a discount of 80&10 per cent. It is surmised that quite an abundance of these goods is still in the hands of the jobbers.

Carriage Bolts, Machine Bolts, etc.: There is difficulty in obtaining goods in these lines, and the market is therefore held very firm, the recent advances made in these lines being maintained.

Enterprise Sad Irons: The Enterprise Mfg. Co. of Pa., Philadelphia, announce under date of May 22d, that their discounts are 20, 5 & 5, instead of 30 & 5, as heretofore quoted.

Potts' Irons: W. H. Jacobus, No. 90 Chambers Street, New York, announce the following changes in prices of "Potts'" Irons, either japanned or tinned tops. Nos. 50, 55, 60, 65, per set, 77, 72, 81, 76 cents. Orders for 120 sets are subject to a rebate of five cents per set, and freight allowance. Small orders are shipped f.o.b. factory.

Linseed Oil: Dean Linseed Oil Co., under date of May 19: In lots less than 5 barrels, 44 cents per gallon; in lots of 5 barrels or more, 43 cents per gallon. The five-barrel price only applies to deliveries of that quantity at one time.

Digitized by Google

Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 58 cents per gallon.

THE PORTLAND TRADE.

Trade in Northern New England continues good, although collections are very slow. The retailers have evidently made up their minds that the present conditions are sure to exist for a long time to come, and that prices are as low as they will be, at least in 1899.

When the advances in raw material are considered, we think most of the manufacturers are very conservative in the amount of advance they are asking on their goods.

We think it is the part of wisdom for both jobbers and retailers to put their usual legitimate profits on the costs of the goods they are selling, based on to-day's market; otherwise if they give away the advantage they now have, they may be caught and lose the legitimate returns that should come to them. If the jobber has to stand the declining market and base his prices on costs that have depreciated, he certainly should take advantage of every advancing market, to keep even.

Prices in New England are well maintained, and we do not hear of any serious cutting.

EMERY-WATERHOUSE CO.

THE MINNEAPOLIS TRADE.

There is nothing particularly new; business is good as a whole; advantage is being taken of the advances, although nails are suffering somewhat through one party here making prices that are not justified by present costs. It is rather a difficult proposition. We don't feel like meeting his price openly, and if we meet it only when we have to, the shopper gets the advantage as compared with regular customers who expect to pay market prices.

The season is backward; we have had a week or ten days of rather cold weather for this time of the year; have recently had some rain that was needed; in some parts of the Red River Valley, they have had too much rain, which has prevented seeding, but do not think it is so to any great extent.

There is considerable building going on and quite a scarcity of men,—carpenters in particular. We expect excellent business from now on. W. K. MORISON & CO.

THE DAVENPORT TRADE.

Zinc mining in Missouri is attracting much local interest, and a number of Davenport companies have been formed for the purpose of developing and operating zinc mines and so far these investments have proven exceedingly lucrative. There seems to be more profit in mining and manufacturing than in jobbing zinc at the present.

An effort is being made to utilize the natural water power furnished by the Mississippi River rapids at this point. The idea is generally believed to be practicable.

The plant of the Sylvan Steel Co. has been acquired by the Republic Iron & Steel Co. The indications are that it will continue to be operated. We sincerely hope and trust it will.

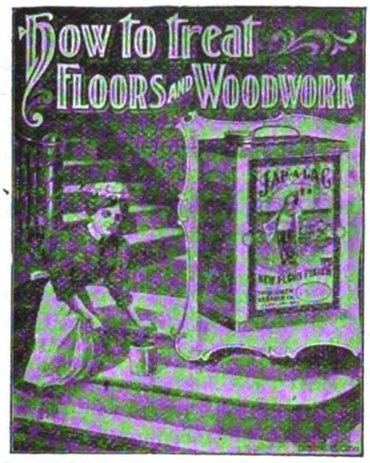
Sales for the first half of May were larger than last year, and collections were better.

SICKELS, PRESTON & NUTTING CO.

THE CLEVELAND TRADE.

There is no lull in trade. Everything is running on high pressure. Pessimism is being strangled in its attempt to find reasons for existing. Emerson says: "The fiend that man harries is love of the best," so that the disposition to find fault comes from discontent, making peace without perfection impossible. This may make crank grumblers benefactors. The great changes so rapidly taking place require alertness to keep in the swim, and not be left at the station with the train gone.

Everything is scarce but money. The last presidential campaign was run by one party to make more money: the opposition succeeded, and it resulted in accomplishing this



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

on the very opposite basis. Politicians are now in great perplexity to find the platform that they dare promulgate. Over capitalization will compel municipalities to assume control of quasi-corporations, and if the States will levy taxes based on the capital stock, it will prove the David's sling with which to slay the giants.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

Our greatest difficulty the past two weeks has been to procure seasonable goods in the way of lawn mowers, galvanized netting, screen doors and wire cloth.

This week, however, we have been fortunate enough to secure seven car-loads of doors, netting and wire cloth, and of painted cloth we now have an assortment of all the leading widths, so that we have been able to accommodate several of our competitors with moderate quantities and still preserve a fairly good supply for our retail trade, and if the call is not too much greater than former years, we expect to fill the requirements of our customers for both wire cloth and netting throughout the season.

We have been served to-day with a notice of an advance of $1.20 per dozen on Mrs. Potts' nickel sad irons, and since writing you last time have been forced to advance edged tools, all kinds of hollow ware, ground, unground and enameled, all tinware with copper bottoms, sheet zinc, oilers, washboards, brass faucets, sheet steel, hoop iron, wrought steel brackets and many of the smaller articles in shelf Hardware.

Collections have been quite good the past thirty days, and orders for goods are coming to us about as fast as we can take care of them and give satisfaction by making prompt shipments.

Prospects for a good trade through the early summer are quite flattering. WELLS & NELLEGAR CO.

THE KANSAS CITY TRADE.

The volume of trade holds up very well indeed. We are busier than we anticipated. Collections are fair. Very cool weather has greatly helped us in wire cloth and screen door stringency.

We are now in fairly good shape along these lines, and with the possible exception of one direct carload shipment of doors, we will fare better really than last year.

Our customers have learned that few of our competitors have been better fixed than we were for wire cloth, etc., and as a consequence largely quit their howling. How strange it is that the average customer who wants a thing very badly, when it is scarce, long before he needs it, can tell you that so and so have had their goods six weeks, etc., when you personally know better in some cases, and doubt it seriously in others. Thus it is that the average customer "swipes" the wholesaler, and threatens to buy on the "open market" and "charge you back the difference,"

Digitized by Google

etc., even without the semblance of equity, legality or good sense in his bluster.

The winter wheat crop is lighter this year than for two years past in Kansas, but this will be more than compensated in the largest apple crop ever grown.

And Kansas, by the way, furnishes the apples for H.R.H. Victoria, Empress of India.

Later on Kansas apples and Missouri malt will occupy vacant places in the ex-royal paunches of the "nobles" in the Philippine Islands.

Emperor "Bill" may shut out our hogs, but he can never stop these Western fruits. They have a flavor all their own that royalty must recognize.

The merchant in the Hardware business has a field all his own nowadays. One good feature, in a bad sense, about the "trust price" is that the merchant can add more than his increased cost if he wants it, and simply lay it to the "trust." And then the other fellow he will "lay" for the trust, and later on you may look for something to be hatched out.

We have had a very cool spring and possibly a cool summer is ahead of us, but politically speaking we believe in an "allfired" hot hereafter.

In a general way we may mention that prices are very steady. Not every one has advanced to the high top notch prices we find, because large unfilled contracts will have their influence and the less fortunate jobber must suffer some from these things. And our opinion is that in a general way jobbers must be governed by such conditions. To undertake to ignore them is folly, no matter how much disposed one would be to avail themselves of the better prices one would like to obtain.

With this issue this correspondent severs his connection as the writer of these letters.

He expects very shortly to return to the "road," much to his real pleasure, and certainly to his gain in ease of work and gain in health.

Some other may take his place as correspondent whose "effusions" will be more nearly the style of the "trade letter" which is best appreciated.

Wishing each and all of the handsome, bright and cheery gentlemen represented in the annual a very happy and contented future, permit the writer to bid you farewell.

GILLE HARDWARE & IRON CO.

THE COLUMBUS TRADE.

We are too busy to write Hardware letters. We are busy filling orders with goods that we can get, and spend considerable time writing our customers explaining why we cannot ship certain goods, but they keep after us just the same, insisting that we ship goods that we haven't got and cannot get. We like plenty of orders, but when we haven't the goods it is enough to drive a man to drink (water). Manufacturers make promises only to be broken and claim they cannot get material. It looks as though orders were booked by manufacturers for goods now in season, and the ore to make the iron from is still in the everlasting hills. We are in no worse shape than our competitors, and on some goods not as badly off as some jobbers. Only a few days ago a dealer said he had an order out for wire cloth that was given November last, and he had not received a single roll yet. It was a cold day, but he was plenty warm enough without a fire; and the jobber who had the order was simply roasted alive. It is certainly a very unfortunate condition in which the trade finds itself on certain goods, but there seems to be no remedy. Lawns used to be mowed with scythes, and can be mowed that way again, if necessary, or they might borrow a cow and turn her in and let her mow the lawn and trim up the "posies." They would be sure of "two-lips" as long as the cow was there at any rate. There are strong indications of goods advancing where they are not already advanced. Business is good and collections improved.

SMITH BROS. HARDWARE CO.

THE PITTSBURG TRADE.

Trade is good in Pittsburg. Jobbers are pushed to the limit and working nights to keep up. This is not unusual during the Spring months, but fifty per cent. increase on last year's business indicates the moving of a good many goods, despite the advanced prices. There are a few complainers at the new prices, but in general we find it easier to get orders now than at the extreme low figures of last year.

Many jobbers as well as retailers find themselves short of serviceable goods, the factories not being able to get material to work on. Those who supplied themselves with their full season stock early are fortunate.

All our manufacturing interests are pushed to their utmost. Voluntary advances have been made in many workers' wages and no man who wants work need be idle. This makes business for the retail stores, as the purchasing capacity of their customers is increased.

The reorganization of the Carnegie Co. is the matter of most interest at present. Millions seem to be as easily handled as thousands a few years since, and there may be a chance for the public to take shares in the "greatest steel plant on earth."

It is rumored that the entire coal mining industry of this section is to be consolidated.

LOGAN GREGG HARDWARE CO.

THE ALBANY TRADE.

The saying "No news is good news" holds good at the present time. Contentment appears to light up the countenance of the jobber who bought early and has a good stock to draw from. Good times appear to have materialized at last, though it may have come slowly in this section, it arrived and we trust will remain for a long time. Those

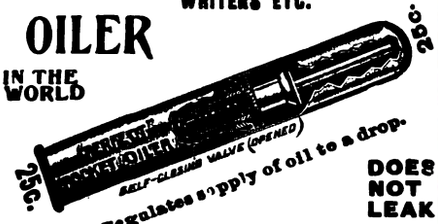
AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

The BEST FOR BICYCLES, GUNS, TYPE-WRITERS ETC.
OILER
IN THE WORLD

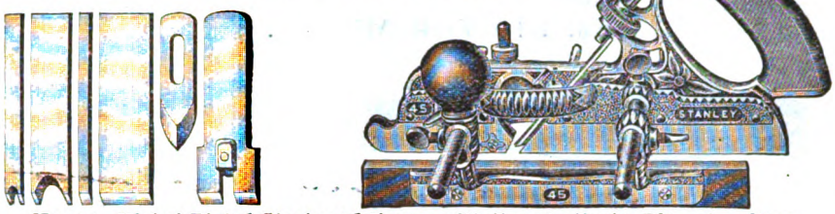


DOES NOT LEAK

We make cheaper oilers also, unequalled for PRICE and QUALITY.

CUSHMAN & DENISON, 240-242 W. 23d St., N. Y.

STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.
"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00
SOLD BY ALL HARDWARE DEALERS.

who remained in at the finish, instead of dropping out of business during the depression are sorry "I don't think."

Orders are coming in freely and hurried out as speedily as possible with "back orders as brief as can be expected."

The scarcity of some goods among manufacturers turns business to the jobbers whose warehouses are groaning with the heavy stock they are loaded with.

Revised prices are well maintained, some exceptions, of course, being noticed. And is it wise to "cut" in view of future propsects? Conservative people look for a firm market for a long time to come and the consolidations that are still going on are omnious and confirm these views.

Collections have improved and there is less complaint in this department. ALBANY HARDWARE & IRON CO.

THE BALTIMORE TRADE.

There is perceptibly no change in the class or volume of goods moving since our previous letter, and collections remain about the same. A number of items have recently made further advances, such as carriage, machine and other bolts, steel butts, strap and T hinges, etc., which have been compulsory on the part of the part of the manufacturers owing to the rapidly increasing value of the raw material.

All welded trace chain interests are about to be consolidated and in a few weeks the steel and iron sheet mills will likely display a very strong affinity for each other or perhaps a sisterly affection for the rod mills.

From present indications the day to first witness the complete absorbtion or control of all the iron and steel industries of this country will soon dawn and the most useful of all metals can proudly feel that it controls more capital than any other, and has the largest stock company on earth engaged in transforming it into all manner of things for the defense, necessities and delight of mankind.

We would suggest to our friends handling stove pipe and elbows, that it might be well for them to anticipate their wants in this line, and should certain weather predictions come true the demand for the coming season will be large.

With a market like we've had since the first of the year, it could hardly be expected that uniform prices would be maintained, but through the influence of the National Hardware Association and the untiring efforts of its very popular secretary-treasurer, Mr. T. J. Fernley, we believe all the Hardware jobbers will gladly co-operate by adhering firmly to the selling prices that have or will be established by the manufacturers and approved by said association for the retail trade. H. W. WEBB & SONS.

THE GRAPHITE INDUSTRY.

Our general manager remarked one morning this week, "We have two months ahead for a certain line of goods, and it's hard to tell how we are going to catch up."

Of course we will and do catch up—but it takes everlasting hustling.

Then he criticised the purchasing department for telegraphing for supplies, or rather for allowing supplies to run so low as to necessitate such haste. It was explained that written orders were not quick enough, and supplies went into stock faster than certain raw material could be fur-

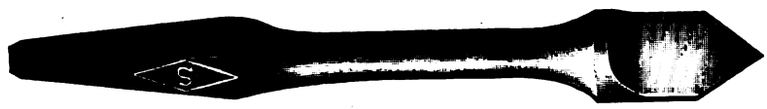
Every Hardware Dealer
ought to
carry a full line of
Iver Johnson { Fire-Arms AND Bicycles.
Profitable Hardware.
Write for prices, terms, &c.
OF THE
IVER JOHNSON.
Honest Goods at Honest Prices.
Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.
Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

Situation Wanted

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill factory, furnace work, etc. Address, GEORGE HERGET, care of Medart Paten Pulley Co., St. Louis, Mo.

AMERICAN RAILWAY SUPPLY COMPANY.
BAGGAGE HOTEL & TIME CHECKS METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE NEW YORK.

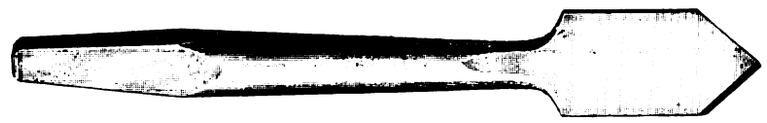
Digitized by Google



No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

nished—and so it goes—nip and tuck between supply and demand.

We are too busy now-a-days to sing, whistle or slap each other in a congratulatory way on the back. We just let the work go on, and hope it will never let up—so long as it does not curtail individual summer vacations.

Vice President John A. Walker, sailed for Europe on the 23d, for a six weeks' rest and recreation—but he will probably do a pile of work before he returns, as the Dixon is popular abroad, and representatives are waiting to do him honor, and at the same time convince him of the possibilities for the future.

By the way, if your readers run into the Electrical Show at Madison Square Garden, don't fail to visit the Dixon Exhibit, with its big sign that flashes like a lighthouse, and John H. Baird, who is in charge, will make it extremely pleasant for them. The souvenirs he gives away are interesting, and Mr. Baird has a very taking way, and is such an all round good fellow that they will remember the Dixon while they may forget a great many other things.

JOSEPH DIXON CRUCIBLE CO.

Merchant & Co., Inc., Philadelphia, New York and Chicago, report in their smelting department an active demand for their Iridium Anti-Friction Metal. This is described as "a peculiar alloy of the Babbitt Metal class, which is very much like the famous Parsons English mixture which has been used in heavy machinery and steamship work for a great number of years. The above firm, after extensive experiments and tests, put this mixture on the market a number of years ago, and time has only given full proof of its merits. It is coarse grained, very white, light and extremely tough material which is equal to brasses in its endurance and anti-frictional qualities, but which can be much more easily used as it can be melted in the ladle and poured into the boxes, instead of being cast and filed to fit as is necessary with brasses." This company sells every grade of Babbitt Metal, but gives the advantage of their long and extensive experience in this line to their customers in supplying them with the grade and character of Babbitt Metal that their wants require.

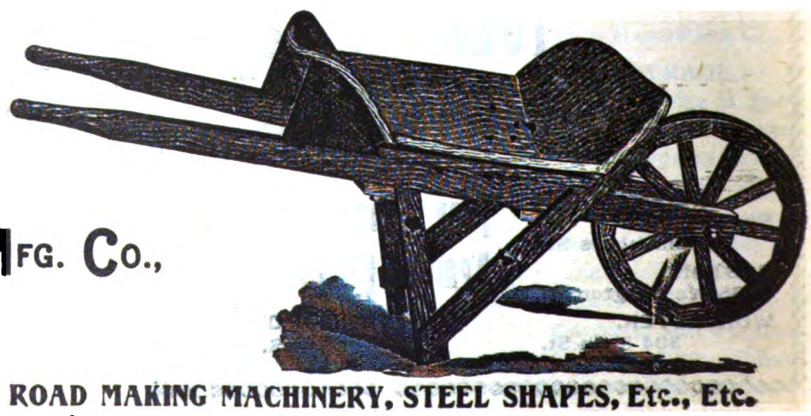
A combination chart in colors is the latest production of the J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill. It is several feet in length by one in width, and is artistic in the highest degree. Under the heading, "The Hardware Merchant's Dream Realized," are shown both in black and colors, samples of Warren's patent glass front drawer sectional Hardware shelving. In the colored portions, the natural woods are shown, with its backgrounds of cabinets displayed in red. These are accompanied by descriptions, sizes, prices, etc. Any Hardwareman who contemplates the fitting up of a new store, or the renovating of an old one, should send for this chart before taking a step further.

We learn from the Nicholson File Co. that the "File Filosophy," notice of which was made in these columns upon its publication two months ago, has proved so popular that a second and much increased edition is rendered necessary. The little book has been sent to thousands of machinists and file users throughout this country and abroad. Treating as it does of files and how to use them, it proves invaluable to anyone interested in that class of tools. All those who have not secured a copy would do well to get one. They may be had free upon application to the company's head office in Providence, R. I.

An easy way to clean a chimney of soot has been discovered by a Maine man. Instead of going to the top of the chimney and probing with rods, he begins at the bottom. There an opening is made, and he fires upward a revolver, charged with a blank cartridge. The concussion, it is said, will clean out the soot. He also claims that the burning of a piece of zinc in a stove will clear the stove and its funnel of soot.—*The Tradesman.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Digitized by Google

"Condit Pattern" Refrigerator Door Fastener.

M. H. Hickey & Son, No. 375 Market Street, Newark, N. J., have for fifteen years been the manufacturers of the well-known Condit refrigerator door fasteners which have previously been marketed under the name of the original patentee, he having retired from business. Messrs. Hickey & Son, as will be noticed by their advertisement on page 37, intend continuing the manufacturing of the same at the old address. Possessing every facility for making prompt shipment of all orders, they solicit the confidence of the trade hitherto given to their predecessors. The "Condit" pattern fastener has been a most salable article of its kind, as it is estimated upwards of a million have already been distributed through the trade.

There is a momentary halt in the proposed peanut trust, and also in the coffin combination. Everything else is going through swimmingly, and before long the manufacturing establishment that still preserves its identity, will be eligible for exhibition in a dime museum.

As we journey forward the happiness of existence is enhanced by our expectations; hope is sunlight; despair is darkness.—*Exchange.*

THUROSCOPE
A WINDOW MIRROR
To ascertain who rings the door bell; also showing a moving panorama for nearly a mile.
Leaflet tells the tale.
FOR Housekeepers AND Invalids.
BAYER & CO.,
MAKERS,
19 N. Juniper St., PHILADELPHIA, PA.

BLIZZARD No. 1.
Patent applied for.
A Cold Day for Rats.
SET WITH SAFETY LEVER.
IT DON'T CRACK YOUR FINGERS.
No. 12 same style for mice. See them before placing orders. Samples and prices upon application to
J. M. Mast Mfg. Co., Lancaster, Pa.

OVER 1,000,000 IN USE.
THE "CONDIT" PATTERN
Refrigerator Door Fastener
DELIVERED BY FREIGHT FREE.
No. 1, 12-inch lever; No. 2, 9 inch lever; No. 3, 6-inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.

	Japanned	Galvanized	Brass	Nickel	
No. 1	$12 00	$15.00	$33 00	$36.00	Per Doz.
No. 2	9 00	12 00	18 00	20.00	"
No 3	5.50	7 50	1.70	11.00	"
No. 4	3 00	3.00	7 00	8.00	"
No 5	2 25	2 50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.
For Sale by . . . Discount.
M. H. HICKEY & SON,
375 Market St., NEWARK, N. J.

A. MUGFORD, DESIGNER, ENGRAVER & ELECTROTYPER
HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING
ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

BEEN WITH YOU FROM THE BEGINNING.
Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

MANUFACTURE FRANÇAISE D'ARMES
DEPOT A PARIS
PALAIS ANNEXE DE LA BOURSE DU COMMERCE
Rue du Louvre, Rue Coquillière & Rue J.J. Rousseau
EN RÉPONDANT PRIÈRE DE RAPPELER CE N°
Toute la Correspondance doit être adressée à ST ETIENNE
Dicté par M.
St Etienne, le February 2th 1899

Messrs TOWER & LYON
95 Chambers Street, NEW YORK CITY, U.S.A.

Gentlemen,-

We are just noticing in HARDWARE the advertisement of your carpenters and machinists' tools, which are of interest to us. So please to post us your latest catalogue and let us know your VERY LOWEST quotations for same. Should be these quotations convenient with us, we are in a situation to sell a big lot of your articles.

Yours truly,

The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

ESTABLISHED 1840.
Luther Boardman
EAST HADDAM, CONN. U.S.A.
MANUFACTURERS AND ELECTRO PLATERS OF NICKEL SILVER FLAT TABLE WARE
SPOONS, FORKS, BUTTER KNIVES Etc.
ALSO BRITANNIA SPOONS,
QUALITY GUARANTEED.
THESE GOODS HAVE BEEN BEFORE THE PUBLIC FOR FIFTY YEARS
AND UPON THEIR EXCELLENCE ALONE HAVE ATTAINED UNPURCHASED PRE-EMINENCE
WHICH ESTABLISHES THEM AS UNEQUALED IN DURABILITY.
ASK YOUR DEALER FOR THEM AND TAKE NO OTHER

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Charleston, S. C.—Strohecker & McDermid, No. 287 King Street.

Eureka, Mich.—Will Wright has entered into partnership with Walter Burk in the Hardware business.

Huntsville, O.—C. P. Bigley.

Niagara Falls, N. Y.—The Walker & Patterson Co. has been incorporated to carry on a general Hardware and plumbing business; capital, $25,000. Directors—Raymond M. Walker, Thomas H. Patterson, and William P. Baker, Niagara Falls.

Norfolk, Va.—The Henry Walke Co., general Hardware and supply business. Capital, $100,000. Incorporators: Richard Walke, Robert D. Parrott, Jr., Henry W. Seabury, W. F. Walke, L. W. Tazewell, C. W. Grandy, W. W. Hunter, all Norfolk; Thos. Pinckney, Morristown, N. J.

Rippey, Iowa.—Redfield & Dickinson.

St. Marys, W. Va.—E. T. Martin.

Changes and Improvements.

Brooklyn, Iowa.—C. W. Leonard, Hardware, succeeded by Leonard & Drake.

Canton, Pa.—Lindley, Ronan & Co., Hardware merchants, have moved into their new store in the Lewis Block. The store is 113 feet deep and has a frontage of 20 feet, and contains a commodious department in the rear for stoves, ranges, glass, paints and oils. There is a large display window in the front, and the store is well lighted throughout with incandescent lights. The interior woodwork is of Southern pine, natural finish, with plain bronze trimmings. Trolley ladders extend along both sides of the store, making the upper shelves easily accessible. An elevator affords communication with the basement, which is large and well arranged for the storage of surplus stock. On the west side of the store there are large glass display cases, fitted with nickeled utensils, and on shelves are displayed the tinware and the numerous articles for household use. Opposite are more display cases containing mechanics' tools, and then come shelves and drawers well filled with light Hardware.

Central Lake, Mich.—Fisk Bros., Hardware, succeeded by Carl Stroebel.

Clarksville, Tenn.—The large wholesale and retail Hardware establishment of Elder Bros. is to be merged into a corporation and made exclusively a wholesale business. The names of the incorporators are M. W. Elder, James L. Glenn, Sr., James Hanratty, James L. Glenn, Jr., John M. McDonnell, John J. Conroy and Charles A. Welch.

Columbus, O.—The Kilbourne & Jones Hardware Co. are having built a new wholesale warehouse at the corner of Park and Chestnut Streets, and expect to occupy it with a full line of wholesale Hardware about the first of June.

Dover, N. J.—The shipping room and Hardware store of the George Richards Co., on Sussex Street, is to be torn down and a three story brick structure erected in its place. The new building will be erected around the frame structure and when the brick walls are completed the ones now standing will come down.

East Greenwich, R. I.—W. J. Starr, Hardware, etc., succeeded by W. G. Browning's Sons.

Elizabethton, Tenn.—The Elizabethton Hardware Co., sold out.

Fairport, N. Y.—Charles Stenner will remove his stock of Hardware into the Eldridge block.

Fargo, N. D.—P. L. Pritchard succeeds Adams Bros. in the Hardware business on the east side of Broadway, where he has a full line of Hardware, shelf goods, stoves and tinware.

Fitzgerald, Ga.—The Paulk Hardware Co. have broken ground for a handsome three-story brick business house and plans are drawn for two more buildings to be erected at once.

Flycreek, N. Y.—H. E. Jones is having an addition extended on the rear end of his Hardware store. He will also enlarge his stock of goods this spring.

Freeport, Ill.—Hackett & Lichtenberger, Hardware, succeeded by the Hackett Hardware Co.

Galesburg, Ill.—M. L. Gebhardt & Co., Hardware, succeeded by the Willis Hardware Co.

Grand Forks, N. D.—Barnes & Nuss are remodeling their Hardware store on Third Street and are adding new stock of the very latest in the Hardware line.

Grand Rapids, Mich.—Wm. Vandermade, Hardware, succeeded by Frank L. Bean.

Great Bend, Kans.—G. N. & E. R. Moses, Hardware, succeeded by E. R. Moses.

Harvey, Ill.—Ranger & Hilbish, Hardware, reported to have dissolved partnership.

Irwin, Pa.—Poellot & Robinson having decided to locate in Freedom, have commenced moving their Hardware stock. A building is being erected for the firm and they will occupy it in about six weeks.

Kinston, N. C.—B. W. Canady, Hardware, succeeded by B. W. Canady & Co.

La Fayette, Ind.—John Lannert, Hardware, succeeded by Lannert & Smith.

Leaf River, Ill.—P. T. Sprecher, Hardware and harness, succeeded by Chas. T. Schelling.

Marion, Ind.—Swanger & McClain, the Hardware dealers and plumbers, have purchased ninety-four feet of the Burr Sweetser property, fronting on South Washington Street. It is their intention to erect a business block at once to be occupied by themselves.

Warsaw, N. Y.—The Hardware firm of Higgins & Webster has been dissolved, Mrs. Higgins withdrawing. William E. Case has become associated with William E. Webster and the business will be conducted by them under the firm name of Webster & Case.

Wayland, N. Y.—Snyder & Co., a new firm from Livonia, have purchased the Hardware business of George E. Whiteman & Co.

West Acton, Mass.—The co-partnership heretofore existing between Wallace L. Maynard and Richard H. Nichols under the firm name and style of Maynard & Nichols, has been dissolved by mutual consent. The business is to be continued by Richard H. Nichols.

Wheeling, W. Va.—George Walthers, the Hardware dealer, is having a new front put in at his store on Belmont Street.

Wichita, Kan.—Mr. Rowlee is enlarging his Hardware store on North Main Street by extending fifty feet in the rear. The tin shop will occupy the rear part of the building and the partition of the storeroom will be moved back.

Wilkesbarre, Pa.—Morgan's Hardware store will remove from West Market Street to No. 32 South Main Street, the store now occupied by S. E. Cohen, on Broadway. The U. S. Racket Co. will occupy No. 68 South Main Street, on the opposite side of the street.

Willow Lake, S. D.—W. W. Haight and Henry L. Hart have purchased the Hardware store of M. C. Theisen.

Business Embarrassments.

Anderson, Ind.—The store of the Barnes Hardware Co has been closed by the sheriff.

Auburn, Ind.—John L. Davis, Hardware merchant, has made an assignment. Liabilities, $19,000; assets, $160.

Springfield, O.—Donnelly & Wood, Hardware dealers, have assigned. Assets, $6,000; liabilities not given.

Burglaries in Hardware Stores.

Boonville, Kans.—H. L. Hudson & Co., $400.

Huron, Kans.—James Little, $150.

Independence, Mo.—Hill & Martin, cutlery.

Kindred, N. D.—C. J. Meyer, cutlery.

Lorain, Ohio.—W. C. Atten, $100.

Painted Post, N. Y.—Orr & Smith, $200.

Waterford, Pa.—R. B. Smith, $50.

West Superior, Wis.—Wm. C. DeLong, razors.

Fires in Hardware Stores.

Corfu, N. Y.—Palmer & Wagner's Hardware store has been destroyed by fire. Loss, $6,000; fully insured.

Leonard, Tex.—The Hardware stock of Braly & Simmons has been destroyed by fire.

Middlesex, N. Y.—The Hardware store of Brandow & Son has been destroyed by fire. Loss, $5,000; insurance, $2000.

Newton, Ind.—The stock of Kipp & Mellott, Hardware and implements, has been destroyed by fire. Loss, $4000.

Prescott, Ark.—The stock of the Prescott Hardware Co. has been destroyed by fire. Loss, $11,000; insurance, $5500.

Sandy Hill, N. Y.—Nicholson's Hardware store has been destroyed by fire.

Winston, N. C.—The Winston Hardware store has been damaged by fire.

Digitized by Google



FOR Butler's Pantry Doors and all other swing doors the . . .

"BARDSLEY" CHECKING SPRING HINGE

is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the centre. It goes in the floor under the door.

Made in 6 Sizes.
Catalogue Free.

JOSEPH BARDSLEY,
147 to 151 Baxter St, New York.

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,
315 BROADWAY, NEW YORK. ILION, N. Y.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

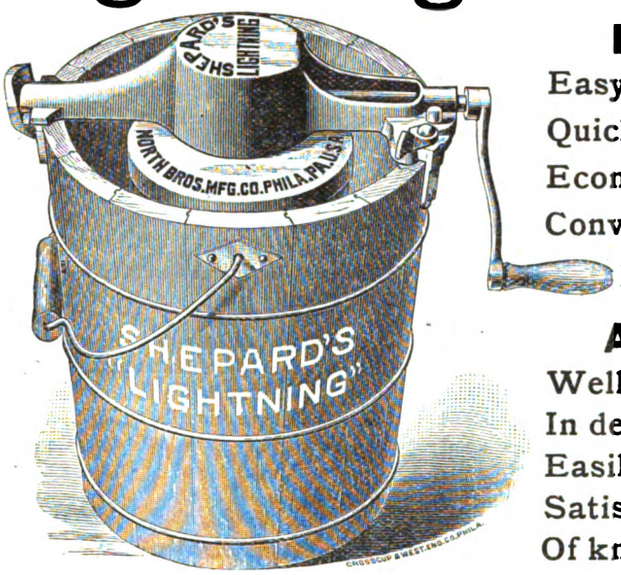
Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR OUR 1899 FREEZER BOOK.

NORTH BROS. MFG. CO.,
New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

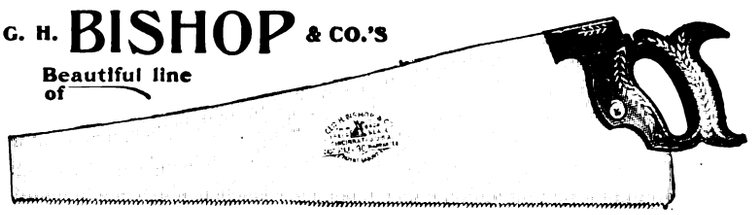
The Champion Safety Lock Co.,
CLEVELAND, OHIO.



CARBON (Black Diamond) TOOLS
FOR
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,
45 Vesey St., NEW YORK CITY, U. S. A.

SAWS G. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

Size ⅜ Inch



CHEAPEST IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
458 Quincy St.,
Brooklyn, N. Y.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Belleville, Ill. — The Belleville Magic Freezer Co. has been incorporated. Capital, $1600. Will manufacture freezers. Incorporators: J. B. Poirot, E. E. Blackstone, James O. Miller.

Buffalo, N. Y.—The Buffalo Safe Co. has been incorporated by Horace D. Cary, S. L. Cary, and A. W. Smith. Capital stock. $500.

Camden, N. J.—The National Pancoast Ventilator Co. has been incorporated by William H. Huey, Joseph Janney, Jr., and George H. B. Martin; to manufacture ventilators. Capital stock, $250,000.

Camden, N. J.—The Lloyd Mfg. Co. has been incorporated. Capital, $200,000; to make and deal in window screens, bottle stoppers, etc. Corporators: Edwin L. Lloyd, Frederick T. Clark and Harrison Snyder.

Clayville, N. Y.—The New World Mfg. Co. has been incorporated to manufacture washing machines: capital, $10.000. Directors: F. R. Bump, Waltham, Mass.; H. J. Banta, Clayville; Bertha L. Banta, Utica.

Detroit, Mich. — The Enterprise Stove Co. has been incorporated by Alonzo Auscomb, John G. Hasking, T. G. Rakestraw, and Frank Smith. Capital stock, $25,000; all paid in.

Dover, Del.—The Stickney Heating Co. has been organized with a capital stock of $133 300; to construct and erect boilers and steam and hot water heating apparatus.

East Hampton, Conn.—The Gong Bell Mfg. Co. has been incorporated; capital stock, $20,000; paid in, $4.000. Incorporators: Horatio H. Abbe, Elijah C. Barton, A. H. Conklin, Norman N. Hill, all East Hampton, Conn.

Elkton, Ky.—F. J. Hillman, of Nashville, will build an axe handle factory in this city.

Frankfort, Ky.—The Keller-Morris Co. has been incorporated for the manufacture of stoves, at Hartford, Ky., with $5000 capital stock. Frank Zimmer, Birdseye, Ind.; Ed. F. Morris and Frank H. Keller, of Hartford, are the chief incorporators.

Jersey City, N. J.—The Frank A. Jones Co. has been incorporated; principal office, No. 76 Montgomery Street. Manufacture machinery and tools of all kinds. Capital, $20,000. Incorporators: Guilford Smith, South Windham, Ct.; Carl E. Oman, New York City; Eugene T. Van Valen, Brooklyn, N. Y.; William H. Carey, Jersey City, N. J.

Kansas City, Mo.—The Sieben Mfg. & Supply Co. has been incorporated by H. Sieben, Benjamin Smith, D. Yates, and J. C. Miller; manufacturing plumbers' supplies and machinery. Capital stock, $20,000.

Kansas City, Mo.—The American Springless Lock Mfg. Co. has been incorporated by J. J. Kendrick, Thomas J. Slaughter, and O. F. Tomlinson. Capital stock, $20,000.

Le Roy, N.Y.—The Le Roy Plow Co. has been incorporated. Capital, $50,000. Directors: Butler Ward, Frederick W. Miller; O. F. Woodward, Thomas W. Larkin, Calvin N. Keeney, and P. Gleason, Le Roy; Edwin Hall, Batavia.

Newark, N. J.—The Yule & Carley Mfg. Co. has been incorporated by Thomas S. Carley, George Yule and Russell E. Dexter; to manufacture tools and machinery of all kinds. Capital stock, $25.000.

New York, N. Y.—The E. Lothar Schmitz Co. has been incorporated to manufacture Hardware. Capital stock, $10.000. Directors: E. Lothar Schmitz and H. G. Ramsperger, New York City; Henry Roethel, Greenpoint.

Portland, Me.—The American Heating & Lighting Co.; to use, manufacture, cleanse, buy, sell, and deal, in all kinds of machinery heating and illuminating apparatus, gasoline, oils, implements, mantels, shades, builders' and manufacturers' Hardware; laundry implements, and to do a general forging, annealing, soldering, machinists, manufacturing, foundry, laundry and tinsmith business; to manufacture under patent rights all kinds of machinery and other implements. Capital stock, $500,000; paid in $100. The officers are: president, Frank M. Davis, of Cambridge, Mass.; treasurer, Chas. F. Pinkham, of Boston.

Changes and Improvements.

Chicago, Ill.—The Garden City Wire & Spring Co., and the Bancroft Charnley Steel Co. have been consolidated under the name of the Garden City Wire & Spring Co., and certified to an increase of capital stock from $5000 to $200,000.

Cincinnati, O.—The Rahn & Meyer Machine Tool Co., now located at No. 216 Pearl Street, are erecting a two-story brick building on Spring Grove Avenue and Beard Street. The building extends on Spring Grove Avenue fifty and on Beard Street one hundred and fifty feet. The firm will manufacture fine machine tools and will employ about one hundred men at the start. They will be doing business by July first.

Des Moines, Ia. — Arrangements have been practically completed for the removal to this city from Bussey, Iowa, of the Acme Mfg. Co. It is expected that the change will be made during the summer season and that the company will be established in its new quarters by fall. The Acme Co. are engaged in the manufacture of wheelbarrows, rakes, snow shovels and woodenware articles. They have been located at Bussey for some years and have a well established business. At present the company have a paid up capital of $10,000, but this is to be increased to $20,000 upon the removal to this city, and Des Moines parties have subscribed for a considerable portion of this new capital.

Lebanon, Pa.—The National Bolt, Nut & Rivet Works, of Reading, and the Lebanon Iron works, have consolidated, and will be operated under the charter of the Lebanon Iron Co. They have a capital stock of $700,000. Additions will be made to both plants, the local works being enlarged for the manufacture of the heavier lines of bolts, nuts and forgings, and the Reading plant for the manufacture of certain lines.

Lynchburg, Va.—The Lynchburg Hardware Mfg. Co., have purchased the Dean foundry property, and will remove the plants recently acquired to this point.

Lynchburg, Va.—The Lynchburg Plow Works have been sold to a New York syndicate. The present capital is $40.000, and it is the intention of the purchasers to double the capacity as soon as practicable.

Monessen, Pa.—The Paige Woven Wire Fence Co., of Adrian, Mich., are moving their wire fence factory to this place. The firm employ six hundred men, and expect to double their force when they move into their new quarters.

Port Jervis, N. Y.—Jennings & Griffin of the saw factory, are arranging to begin the manufacture of saw handles. This department of their factory will be equipped with up-to-date machinery, and is expected to employ twelve or fifteen hands.

Recent Fires.

Boston, Mass.—The New England Screw Co., damaged by fire.

Montreal, Can.—Fire broke out in the shops of H. R. Ives & Co., Hardware manufacturers, Queen Street, a few days since. About fifteen hundred dollars' worth of damage was done in the half hour or so the outbreak lasted. The fire started in the japanning shop. Mr. Ives states that business will not be interfered with by the fire, and the burned part of the building will be restored at once.

Miscellaneous.

Chicago, Ill.—The organization of the American Steel Hasp Co. has been perfected by the election of the following officers and directors: President, C. S. Guthrie; first vice-president, C. A. Painter; treasurer, F. S. Wheeler; secretary, F. L. Clark. Directors: C. S. Guthrie, C. A. Painter, George E. Painter, Veryl Preston, W. E. Taylor, R. M. Gilbert, W. T. Graham, F. S. Wheeler, D. G. Reed, W. E. Reese, Henry Wick, J. H. Moore, W. H. Moore, W. B. Leeds and J. J. Tracy.

Ilion, N. Y.—The Remington works have just received an order for 32,000 rifles for the Mexican Government.

Lebanon, Pa.—The management of the Pennsylvania Bolt & Nut Works have made the following promotions and changes in their general office: Assistant secretary, J. Wheeler Lord; general sales agent, Harry A. Wagner; chief bookkeeper, George B. M. Deer; purchasing agent, George S. Bowman; chief order clerk, Daniel G. Scott; pay clerk, Benjamin Ruth.

Syracuse, N. Y.—The Syracuse Chilled Plow Co. have received their first order for plows to be sent to Cuba. The order called for forty plows and the shipment will be made in a few days. The regulation plow will be sent.

Digitized by Google

.. THE ..

"AUTOMATIC"

BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

Self-Governing.
Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,
NEW YORK.
CHICAGO.

Sargent's Steel Squares.

"The most complete and decidedly the most convenient Square for the operative workman in the market." That is what is said of Sargent's Squares in the well-known book, the "Steel Square and Its Uses." Sargent's Steel Squares are made of the best double-refined spring steel. The genuine are stamped thus: SARGENT & CO. NEW HAVEN CT. and a e fully warranted.

Sargent & Co.,

New Haven, Conn. New York. Philadelphia Boston.

NANSEN

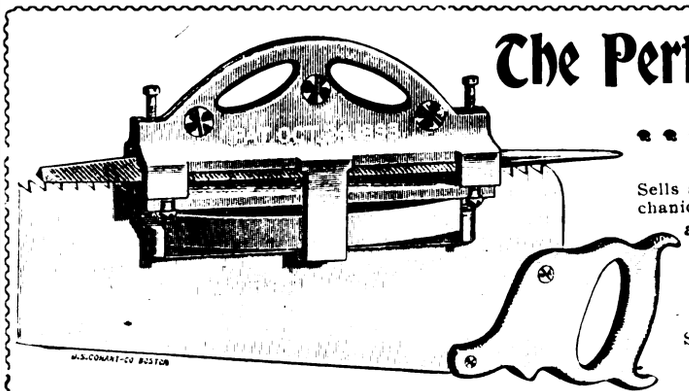
is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

The Perfect Saw ... Jointer



Sells at sight. Every mechanic needs it! **Uses any kind of a file.** Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,
on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WANTED

JOB AND SPECIAL LOTS FOR SPOT.

...SEND FULL PARTICULARS...

BROWNE & MANSFIELD,
241 BROADWAY, NEW YORK.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

FOR EXPORT.

Hardware, Cutlery, Brass and Wire Goods

WRITE US FOR QUOTATIONS.

Address Foreign Department.

LOEB & CO.,
19 CLINTON PLACE, NEW YORK.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Allegan, Mich.—Temporary organization of the Allegan Cycle Co. has been made and the following officers have been elected: President, Chas. L. Barrett; secretary, Lewis Thompson; treasurer, Fred. I. Chichester. There are twenty stockholders at present. The wheel to be manufactured will be called the "Whirlwind."

Baltimore, Md. — The Baltimore Ball Bearing Co. has been incorporated by John W. Woodland, James Woodall, Ralph S. Jackson and William D. Allen, for the manufacture of patented novelties. Capital stock $150,000.

Calais, Me.—MacCready Bros. have opened a bicycle store.

Chicago, Ill.—C. White has opened a bicycle store at No. 9359 Cottage Grove Avenue.

Chicago, Ill.—The Simpson Cycle Spring Co. has been incorporated by Fred L. Boruff, C. B. Coffien. Capital stock, $25,000.

Cleveland, Ohio.—The Weaver & Carpenter Mfg. Co. has been incorporated by Harrp F. Weaver, Aloin M. Carpenter, O. L. Neff, R. R. Kaufman, F. H. Weaver, all of Cleveland. The concern is capitalized at $25,000, and will manufacture bicycles.

Denver, Col.—The Kneible Cycle Co. has been incorporated with a capital stock of $2000.

Dexter, Me.—F. W. Parsons, Hardware, sporting goods, etc., has opened store.

Elizabeth, N. J.—Henry C. Squires & Son has been incorporated by Henry C. Squires, G. Harry Squires and Frederick C. Marsh, manufacturers of sportsmen's supplies. Capital stock, $100,000.

Keyser, W. Va.—T. H. Davis has opened a bicycle store.

Little Falls, N. Y.—The H. P. Snyder Mfg. Co. has been incorporated by Titus Sheard, Homer P. Snyder, Frank Senior and Jessie F. Snyder to manufacture bicycles, etc. Capital stock, $30,000.

Memphis, Mich.—B. Barton has opened a bicycle store.

Montevideo, Minn.—L. Eldrid has opened a bicycle store.

Newark, N. J.—The International Vehicle & Mfg. Co., principal office, No. 788 Broad Street, to manufacture bicycles, etc. Capital $2000. Incorporators: R. L. Coleman, Fred J. Stimson and Theodore F. Merseles.

Newark, N. J.—The E. W. De Bow Co. has been incorporated by Edward W. De Bow, Alonzo B. Frasee and George W. Houghland, to manufacture pneumatic tires, etc. Capital stock, $50,000.

Newport, R. I.—Henry L. De Blois, Hardware, sporting goods, etc., has opened new store.

New York, N. Y.—The Union Steel & Chain Co. has been incorporated under the laws of Delaware by W. F. Caney, E. L. Harper and Maurice S. Doran. Capital stock, $60,000,000; half common and half preferred.

Peshtigo, Wis.—O. Nelson will open a bicycle repair shop.

Portland, Me.—The Concord Rubber Co. has been incorporated by John G. Robinson, Louis H. Schroeder and Dana B. Paul. Capital stock, $50,000.

Rutherford, N. J.—Tallman & Son have opened the store formerly occupied by Lew Chapman, as a bicycle store. With them will be associated Elwood Waller, and under his personal direction all repairing will be done.

St. Johnsville, N. Y.—E. Fox is building a bicycle repair shop on Washington Street.

Vancouver, Wash.—Crawford, Marshall & Co. have opened a bicycle store.

Winsted, Conn.—The Universal Mfg. Co., organized under the statutes of Maine, and manufacturers of chainless bicycles and mechanical devices, will settle in this town and a large factory will soon be built, capable of employing several hundred hands. The company is capitalized at $150,000.

Changes and Improvements.

Asbury Park, N. J.—Mark Guy & Co., bicycles, reported to have dissolved partnership; Mark Guy continues.

Chicago, Ill.—The Griffin Wheel Co. has increased capital stock from $1,500,000 to $3,000,000.

Dividing Creek, N. J.—Major Ingersoll has had his bicycle shop removed and put up near the school house.

Flushing, N. Y.—Mr. Lopath, of the firm of Leek & Lopath, bicycle dealers at Washington and Union Streets, has withdrawn from the concern. In future the business will be conducted by George Leek.

Greenwich, Conn.—Charles J. Ferris, bicycle dealer, has been succeeded by Ferris & Lally.

Indianapolis, Ind.—A. N. Anderson's cycle store has removed to No. 612 First Avenue S.

Jackson, Mich.—H. A. Christy & Co., manufacturers of bicycle saddles, one of the allied interests of the Spalding Mfg. Co., have begun the removal of their extensive plant to Harvey, Ill.

Lancaster, N. H.—W. L. Rowell, Jr., bicycle repairer, has sold out to F. Stebbins.

Lansing, Mich.—The Capitol Electric Co. will be reorganized with additional capital for the purpose of manufacturing a bicycle vise patented by Paul Theodore, of the Michigan Agricultural College.

Oswego, N. Y.—Smith, Van Horne & Co., Hardware, sporting goods. etc., will retire from business at this place.

Peekskill, N. Y.—Philip Vought, sporting goods, reported to have gone out of business.

Philadelphia, Pa.—Magee & Young, bicycle dealers, succeeded by William Young.

Washington, D. C.—Jones & Fellows, bicycle dealers, have dissolved partnership, Harry A. Fellows retiring. The new firm will do business under the name of R. C. Jones & Co., and will collect all outstanding obligations and assume all liabilities of the late firm.

Williams, Iowa.—Edward Ripley has sold his bicycle business to A. W. Ross.

Winnebago City, Minn.—A Milne & Co., Hardware, sporting goods, etc.; stock purchased by H. N. Welch & Co. The store will be thoroughly refitted and enlarged.

Recent Embarrassments.

Buffalo, N. Y.—Edward J. Rose, proprietor of the sporting goods establishment of E. J. and G. M. Rose, at No. 512 Main Street, has filed a voluntary petition in bankruptcy.

Chicago, Ill.—John Featherstone's Sons, bicycle manufacturers, have made an assignment. No schedule filed.

Chicago, Ill.—B. Harris & Co., dealers in bicycles and bicycle sundries, have filed an assignment for the benefit of their creditors, naming Hugo W. Wightman as assignee. The assets are estimated at $25,000, and the liabilities at $15,000.

Recent Fires.

Buffalo, N. Y.—Fire broke out in the plant of the Speedwell Bicycle Mfg. Co. some days since, and before it was extinguished the building had been damaged to the extent of $3000, and the stock as much more. The building is situated at No. 1286 West Avenue. The stock was insured for $5000.

Chicago, Ill.—The sporting goods stock of Thomas H. Doane, No. 233 Monroe Street, has been damaged by fire to the extent of $1500.

Millville, N. J.—Thomas & Miller, bicycle factory, slightly damaged by fire.

Milwaukee, Wis.—G. Schmidt's bicycle works, at No. 795 Twelfth Street, have been damaged by fire.

Milwaukee, Wis.—Fire in the factories of the C. J. Smith & Sons Co. resulted in a loss of from $18,000 to $25,000; the brazing and annealing shops being destroyed, together with a large quantity of stock. The company manufacture almost exclusively bicycle parts.

Niles, Mich.—The building occupied by the Michigan Bicycle Cement Co. has been destroyed by fire. The loss is estimated at $3000.

Ottawa, Ont.—Joe Mutchmore, bicycles, at Hull, destroyed by fire.

Penn Yan, N. Y.—Ward Ellis, bicycle repair shop, destroyed by fire.

Miscellaneous.

Rochester, N. Y.—The officers chosen by the stockholders of the Bicycle Supply Co., which was recently incorporated, are: President, George C. Whipple; vice-president, William Hawley; secretary, Thomas Leahy; treasurer, George W. Aldridge. The company is to manufacture the "Never Creep" bicycle tire, which promises to be a boon to bicyclists. It is the intention to erect a plant in this city to manufacture the tire.

Digitized by Google

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

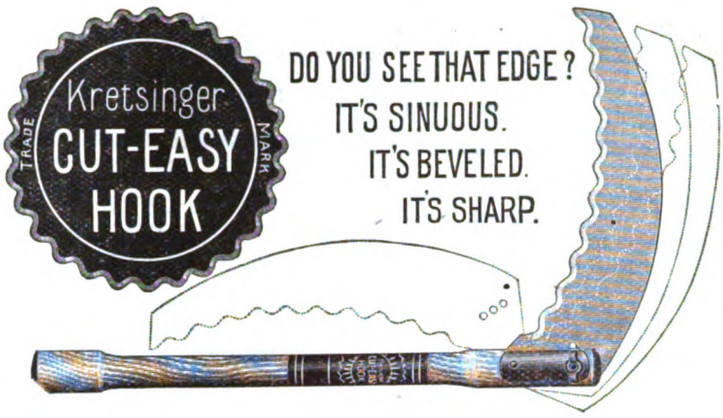
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

THE EXCELSIOR CARPET STRETCHER AND TACK HAMMER COMBINED
can be used by anyone. None better. Simple, effective, strong and compact.
Inquire of Hardware Jobbers or write . . .
R. W. MONTEOSS, Manufacturer, Galien, Michigan



ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL STEEL BRASS WIRE
BRISTOL CONN. P.O. BOX 416

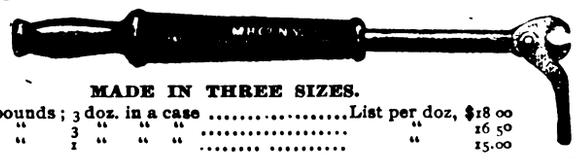


FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case .....List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " .... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO, - - 298 Broadway, New York City.
Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.
MANUFACTURERS AND GALVANIZERS OF
NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.			Tinned or Common.	Copper Nails.	Brass Nails.	Yellow Metal.
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slating Nails.	Sheathing Nails.	Wire Slating Nails.	Slating Nails
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slating Nails.	Trunk Nails.	Escutcheon Pins.	Sheathing Nails.
Cut Finishing Nails.	Washers.	Cut Slating Nails.	Wire Roofing Nails.	Clout Nails.		Stem Nails.
Wire Finishing Nails.	Clinch Rings.	Wire Slating Nails.	Cut Roofing Nails.	Shell Boat Nails.	Lead Nails.	Slaters' Tools.
Cut Spikes.	Boat Spikes.	Cut Roofing Nails.		Brads	Slating Nails.	Hammers.
Wire Spikes.	Hand Made Boat Spikes.	Wire Roofing Nails.	Copper Nails.	Tacks, oval heads.	Common Nails.	Knives.
Cut Sheathing Nails.	Deck Spikes	Hoop Nails.		Tacks, flat heads.		Rippers.
Cut Clinch Nails.	Swedes Tacks.	Tile Nails.	Common Nails.	Burrs and Rivets.	Zinc Nails.	Bench Stakes.
Bellows Nails.	Hinge Nails.	Cornice Nails.	Finishing Nails.	Slating Nails.		Roof Stakes.
Boat Nails.	Plate Nails.	Iron Pipe.	Boat Nails.	Wire Slating Nails.	Slating Nails.	Composition Spikes.

APPROXIMATE NUMBER OF WIRE NAILS PER POUND.

WIRE GAUGE.	DIAM. W. & M.	APPROXIMATE SIZE.	1/16	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 3/8	1 1/2	2	2 1/4	2 1/2	2 3/4	3	3 1/2	4	4 1/2	5	6	7	8
	Inches.	*Inches.*																								
00	.331	1/2 scant.	.....	.....	.....	.....	.....	.....	.....	.....	.....	33	27	23	20	18	16	15	14	12	10	9	8	7	6	5
0	.307	1/2 full.	.....	.....	.....	.....	.....	.....	.....	.....	.....	34	29	25	21	19	17	16	15	13	11	10	9	8	7	5½
1	.283	9/32 scant.	.....	.....	.....	.....	.....	.....	.....	.....	57	50	45	38	32	28	25	23	21	19	16	14	13	11	10	8	7
2	.263	1/4 full.	.....	.....	.....	.....	.....	.....	.....	.....	65	58	52	44	37	32	29	26	24	22	19	16	14	13	11	9	8
3	.244	1/4 scant.	.....	.....	.....	.....	.....	100	87	76	67	60	50	43	38	34	30	28	25	22	19	17	15	13	11	10
4	.225	7/32 full.	.....	.....	.....	.....	.....	120	103	90	80	72	60	51	45	40	36	33	30	26	23	20	18	15	13	11
5	.207	7/32	.....	.....	.....	211	169	141	121	106	94	85	71	60	53	47	42	39	35	30	26	24	21	18	15	..
6	.192	3/16 full.	.....	.....	.....	247	197	164	141	123	111	99	82	71	62	55	50	45	41	35	31	28	25	21	18	..
7	.177	3/16	.....	.....	.....	299	239	200	171	149	133	120	100	85	75	67	60	54	50	43	37	33	30	25	..	..
8	.162	5/32 full.	.....	.....	.....	345	275	229	197	172	153	137	115	98	86	76	69	62	57	49	43	39	35	29	..	..
9	.148	5/32	.....	.....	.....	414	331	276	236	207	184	165	138	118	103	92	82	75	69	59	52	46	41	..	..	..
10	.135	9/64 full.	.....	.....	663	496	397	333	283	248	220	198	165	142	124	110	99	90	83	71	62	55	50	..	..	..
11	.120	9/64 scant.	.....	.....	837	628	502	418	359	314	279	251	209	179	157	139	125	114	105	90	79	70	..	..	..	..
12	.105	1/8	.....	.....	1.096	822	658	548	469	411	365	329	274	235	205	182	164	149	137	117	103	..	..	..	..	..
13	.092	7/64	.....	.....	1.429	1.072	857	714	613	536	476	429	357	306	268	238	214	195	178	153	..	..	..	..	..	..
14	.080	7/64	.....	2.840	1.893	1.420	1.136	947	811	710	631	568	473	406	450	315	284	258	236	..	..	..	..	..	..	..
15	.072	1/16	.....	3.504	2.336	1.752	1.402	1.168	1.001	876	778	701	584	500	438	389	350	..	..	..	..	..	..	..	..	..
16	.063	1/16	.....	4.571	3.048	2.282	1.828	1.523	1 305	1.143	1.015	913	761	653	571	508	..	..	..	..	..	..	..	..	..	..
17	.054	.....	.....	6.293	4.156	3.116	2.495	2.077	1.781	1.558	1.385	1.246	1.038	890	779	..	..	..	..	..	..	..	..	..	..	..
18	.047	.....	.....	8.276	5.517	4.138	3.310	2.758	2 364	2.069	1.839	1.655	1.379	1.182	..	..	..	..	..	..	..	..	..	..	..	..
19	.041	.....	.....	10.668	7.612	5.334	4.267	3.556	2.933	2.667	2.370	2.133	1 778	..	..	..	..	..	..	..	..	..	..	..	..	..
20	.035	9/32 full.	20.000	15.000	10.000	7.500	6.000	5.000	4.400	2.750	3.333	3.000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
21			23.702	17.777	11.850	8.888	7.111	5 926	5.079	4.444	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
22			30.476	22.856	15.227	11 428	9.143	7.618	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

This Table is an *Average* only, and the figures given may be varied slightly either way, by changes in the dimensions of the heads or points.

Hopkins' "Handy Notes and Queries."

Digitized by Google

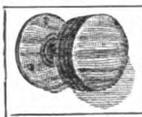
PRIEST'S CLIPPERS
BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.


SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
Established 1870.
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

"Which Way" Pocket Level

TELLS in an instant "Which ——— Way" your work is out. See? It is the size of a silver dollar and three-eighths thick. Nicely nickeled and polished. To introduce it, will mail one for 70 Cents in stamps or three for $2.00. Caliper Catologue free.
E. G. SMITH,
COLUMBIA, PA., U. S. A.

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG CO.,
SOLE MANUFACTURERS, Philadelphia.


IRON & WIRE FENCING
ELLIS & HELFENBERCER,
5 0 SENATE — INDIANAPOLIS, IND.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

AN energetic, up-to-date, successful Hardware salesman; must be familiar with all modern methods of getting and retaining customers. A good chance for the right man. State age, experience reference and wages wanted. CARLTON HARDWARE CO., Calumet, Mich.

SPECIALTY salesman, to sell full line of cutlery and Hardware specialties on commission for reliable New York firm. Territory now open: New York State, Indiana Illinois, Iowa, Wisconsin, Minnesota and Far West. Write for particulars Address CUTLERY, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York.

WANTED.—An active young man with some knowledge of the retail general Hardware business. The proper party will find this an admirable opportunity for future advancement. Address LOCK DRAW L, Catskill, N. Y.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York.

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

WANTED—After May 1st, position in a good Hardware house either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala.

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No 22*a* Van Nostrand Place, Jersey City, N. J.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O B., care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

Situations Wanted.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

CORPORATION accountant, ten years' experience as office manager, bookkeeper and purchasing agent; American; 35. Highest references. Address BOX 90, care HARDWARE, No. 143 Chambers Street, New York.

BY a heavy Hardware and mill supply salesman, with ten years' experience in this vicinity, and as traveling salesman through the principal cities of the East and West; thoroughly conversant with transmission power in all its branches. A1 references will be furnished. Box 91, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN wants position; fifteen years' experience in Hardware store and house-furnishing goods. Twenty-eight years of age. Married. A1 references. Address BOX 89, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

EXPERIENCED salesman would like line of refrigerators, ice cream freezers, stove boards, shovels, axes and Hardware specialties direct from manufacturer, on commission for New York State. Address, SALESMAN, 192 Hoyt Street, Buffalo. N. Y.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

REPRESENTATIVE wanted in every city and town to visit Hardware and house-furnishing trade. BAYER & CO., manufacturers of Thuroscope, No. 19 N. Juniper Street, Philadelphia, Pa.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. BOX 195, Hoboken, N. J.

Hardware Business For Sale.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"WE HAVE FOUND 'HARDWARE' OF USE."

Putnam Nail Co., Neponset, Boston, Mass. [*Horse Nails*]: We have found HARDWARE of use in disseminating truths in regard to the Putnam hot forged and hammer pointed nail.

"HAS OUR ESTEEMED FAVOR."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

"HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [*Cutlery, Guns, etc.*]: We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartord, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

Digitized by Google

WRITE FOR QUOTATIONS



BRASS GOODS MANFG. CO.
84 Third Street, BROOKLYN, N.Y.

MFRS. OF METAL GOODS IN BRONZE, BRASS, AND TIN.

LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS. IMPROVED CABINET LOCKS AND BOLTS.

SPECIAL GOODS MADE TO ORDER.

GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

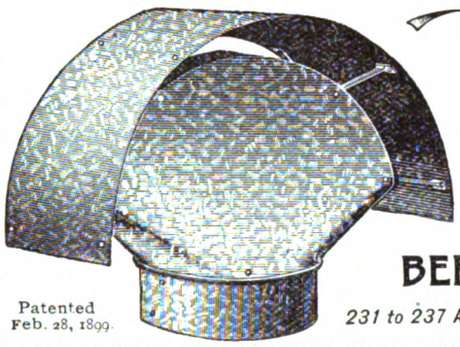
STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.



Perfection Ventilator.

NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. Co.,
231 to 237 Arch St., PHILADELPHIA, PA.

Patented Feb. 28, 1899.

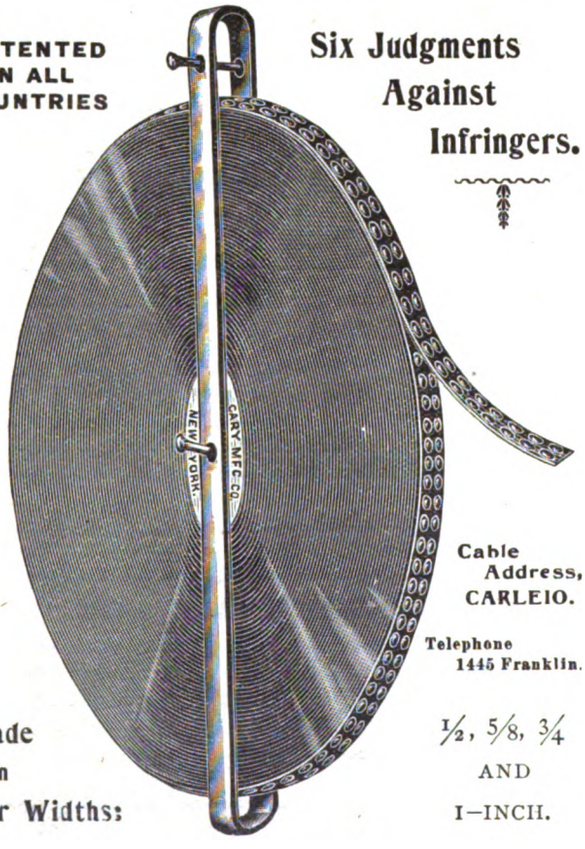
EGG BEATERS.

We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U.S.A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES



Six Judgments Against Infringers.

Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths:

½, 5/8, ¾ AND 1—INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

WINDOW GLASS.

FRENCH OR AMERICAN.

No. of Lights per Box of 50 Feet.

6	by	8	150	13	by	20	28	16	by	54	8	24	by	30	10	32	by	36	6
6¼	"	8¼	130	13	"	22	25	16	"	60	8	24	"	32	10	32	"	38	6
7	"	9	115	13	"	24	23	18	"	20	20	24	"	34	9	32	"	40	6
8	"	10	90	13	"	26	21	18	"	20	18	24	"	36	9	32	"	42	6
8¼	"	10¼	81	13	"	28	20	18	"	24	17	24	"	38	8	32	"	44	5
8	"	11	82	13	"	30	19	18	"	26	16	24	"	40	8	32	"	48	5
8	"	12	75	13	"	32	17	18	"	28	14	24	"	42	7	32	"	50	5
9	"	11	73	14	"	16	34	18	"	30	14	24	"	46	7	32	"	56	4
9	"	12	67	14	"	16	32	18	"	32	13	24	"	48	6	32	"	60	4
9	"	13	62	14	"	17	31	18	"	34	12	24	"	50	6	32	"	66	3
9	"	14	57	14	"	18	29	18	"	36	11	24	"	54	6	34	"	36	6
9	"	15	53	14	"	20	26	18	"	38	11	24	"	55	5	34	"	40	6
9	"	16	50	14	"	22	24	18	"	40	10	24	"	60	5	34	"	44	5
9	"	18	45	14	"	24	22	18	"	42	10	24	"	66	5	34	"	46	5
10	"	12	60	14	"	26	20	18	"	44	9	26	"	28	10	34	"	48	5
10	"	13	55	14	"	28	19	18	"	46	9	26	"	30	9	34	"	50	4
10	"	14	52	14	"	30	17	18	"	50	8	26	"	32	9	34	"	54	4
10	"	15	48	14	"	32	16	18	"	52	8	26	"	34	8	34	"	56	4
10	"	16	45	14	"	34	15	18	"	56	7	26	"	36	8	34	"	60	4
10	"	17	43	14	"	36	14	18	"	60	7	26	"	38	7	34	"	66	3
10	"	18	40	14	"	38	14	20	"	22	16	26	"	42	7	36	"	40	5
10	"	20	36	14	"	40	13	20	"	24	15	26	"	44	6	36	"	44	5
10	"	22	33	14	"	42	12	20	"	26	14	26	"	48	6	36	"	46	4
10	"	24	30	14	"	44	12	20	"	28	13	26	"	50	6	36	"	48	4
10	"	26	28	14	"	46	11	20	"	30	12	26	"	52	5	36	"	50	4
10	"	28	26	15	"	16	30	20	"	32	11	26	"	54	5	36	"	54	4
10	"	30	24	15	"	18	27	20	"	34	11	26	"	58	5	36	"	56	4
11	"	12	55	15	"	20	24	20	"	36	10	26	"	60	5	36	"	60	3
11	"	13	51	15	"	22	22	20	"	38	10	28	"	30	9	36	"	64	3
11	"	14	47	15	"	24	20	20	"	40	9	28	"	32	8	36	"	66	3
11	"	15	44	15	"	26	19	20	"	42	9	28	"	34	8	36	"	70	3
11	"	16	41	15	"	28	17	20	"	44	8	28	"	36	7	38	"	40	5
11	"	17	39	15	"	30	16	20	"	48	8	28	"	40	7	38	"	42	5
11	"	18	37	15	"	32	15	20	"	50	7	28	"	42	6	38	"	44	4
11	"	20	33	15	"	34	14	20	"	54	7	28	"	46	6	38	"	52	4
11	"	22	30	15	"	36	13	20	"	58	6	28	"	50	5	38	"	56	3
11	"	24	27	15	"	38	13	20	"	64	6	28	"	56	5	38	"	62	3
12	"	13	46	15	"	40	12	22	"	24	14	28	"	60	4	38	"	66	3
12	"	14	43	16	"	16	28	22	"	26	13	28	"	66	4	40	"	40	4
12	"	15	4	16	"	18	25	22	"	28	12	30	"	30	8	40	"	42	4
12	"	16	38	16	"	20	23	22	"	30	11	30	"	32	8	40	"	44	4
12	"	17	35	16	"	22	21	22	"	32	10	30	"	34	7	40	"	50	4
12	"	18	34	16	"	24	19	22	"	34	10	30	"	38	7	40	"	54	3
12	"	20	30	16	"	26	17	22	"	36	9	30	"	40	6	40	"	60	3
12	"	22	27	16	"	28	16	22	"	38	9	30	"	44	6	40	"	66	3
12	"	24	25	16	"	30	15	22	"	40	8	30	"	46	5	40	"	72	3
12	"	26	23	16	"	32	14	22	"	42	8	30	"	48	5	42	"	42	4
12	"	28	22	16	"	34	13	22	"	44	7	30	"	50	5	42	"	48	4
12	"	30	20	16	"	36	13	22	"	48	7	30	"	52	5	42	"	52	3
12	"	32	19	16	"	38	12	22	"	50	7	30	"	54	4	42	"	62	3
12	"	34	18	16	"	40	11	22	"	52	6	30	"	56	4	42	"	68	3
12	"	36	17	16	"	42	11	22	"	56	6	30	"	60	4	44	"	46	4
13	"	14	40	16	"	44	10	22	"	60	5	30	"	64	4	44	"	50	3
13	"	15	37	16	"	46	10	24	"	24	12	30	"	66	4	44	"	56	3
13	"	16	35	16	"	48	9	24	"	26	12	30	"	70	3	46	"	54	3
13	"	18	31	16	"	52	9	24	"	28	11	32	"	34	7	46	"	64	3

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½&5

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 87 @ 40c
Musket, Waterproof, 1-10's 58 @ 60c
E. D 83 @ 85c

CARTRIDGES—
Sim Fire Cartridges 30%
Sim Fire Military 15%
Cent. Fire, Pistol and Rifle 35%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. 10&5%
Blank Cartridges, 32 cal. 10&5%
Primed Shells and Bul'ts 15&5%
B. B. Caps, Round Ball 35&10%
B.B. Caps, Con. Ball, Swgd 35&10%

PRIMERS—
Berdan Primers 15%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers 10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder 40&5%
"Black Club," Black Powder 40&5%
"Smokeless" Nitro Powder 40&10&10&5%
"Acme," Dense Nitro Powder 40&10&10&5%
"Trap," Nitro Powder 40&10&10&5%

GUN WADS—₱ 1000—
B.E., 11 up .80c..B.E., 9&10 .70c
B.E., 8 .80c..B.E., 7 .80c
P.E., 11 up 1.00..P.E., 9&10 .$1.25
P.E., 8 1.50..P.E., 7 1.50
} 20%

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₱ bag $1.45
Drop Shot, sizes smaller than B, 5-₤ bags, ₱ bag $ .35
Drop Shot, B and larger sizes, 25-₤ bags, ₱ bag $1.70
Drop Shot, B and larger sizes, 5-₤ bags, ₱ bag $ .40
Buck Shot, 25-₤ bags, ₱ bag $1.70
Buck Shot, 5-₤ bags, ₱ bag $ .40
Chilled Shot, 25-₤ bags, ₱ bag $1.75
Chilled Shot, 5-₤ bags ₱ bag $ .40
Dust Shot, 25-₤ bags, ₱ bag $1.10
Dust Shot, 5-₤ bags, ₱ bag $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 ₤ each .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1 ₤ each .45
Orange Rifle "Extra,"
F, FF, FFF, in canisters of 1 ₤ each .25
F, FF, FFF, in canisters of ½ ₤ each .15
F, FF, FFF, in canisters of ¼ ₤ each .12

KEG POWDER—
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in kegs of 25 ₤ each 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ ₤ each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ ₤ each 2.25
Orange, Special,
Nos. 1 and 2, in kegs of 25 ₤ each 5.00
Nos. 1, and 2, in ½ kegs of 12½ ₤ each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ ₤ each 1.50
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25 ₤ each 4.00
F, FF, FFF, in ½ kegs of 12½ ₤ each 2.25
F, FF, FFF, in ¼ kegs of 6¼ ₤ each 1.25
Meal Powder,
In kegs of 25 ₤ each 4 00
[For 1000 ₤ lots 10% discount.]
Shipping Powder,
OO, O, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 ₤ each 2.25
Blasting and Mining, "A,"
OO, O, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 ₤ each 2.25
Blasting and Mining, "B,"
OO, O, F, FF, FFF, FFFF, in kegs of 25 ₤ each 1.50
Fourth of July Powder,
In kegs of 25 ₤ each 2.25
Laflin & Rand Smokeless,
10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤ $3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤ 1.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤ 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤ 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₤ 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤ 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤ 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤ 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤ 1.50
Mealed Powder, in Kegs, 25 ₤. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (A), O, F, FF, FFF, FFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (B), O, F, FF, FFF, FFFF, in Kegs, 25 ₤ 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder $22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder 5.75
Canisters, equal in bulk to 1 ₤ Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose,
Camp's Success ₱ doz. $3.50
Gallen Safety ₱ doz. $3.75
Hartman's Pivot ₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye ₱ doz. $3.25
Western ₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire ₱ doz. pairs .75
Burton's, No. 2 ₱ doz. pairs .75
Burton's, with bolt holder, No. 1 ₱ doz. pairs $1.00
Kohler's:
Invisible, No. 3 ₱ gro. $5.50
Perfect, No. 2 ₱ gro. $7.00
Bolt Holder, No. 1 ₱ gro. $9.00

Anvils—

American "Horse-Shoe" 9¼@9¾c
Armitage's Mouse Hole 8¾@9¼c
Eagle Anvils, ₱ ₤ 9c 15@15&5%
Hay-Budden, Wrought 8¼@8¾c
Peter Wright's 9¾@10¼c
Samson 6¼&10%
Trenton 8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's 40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine 75&10@80%
Common Auger Bits 75&10@80%
Cook's N. H. Copper Co 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 20 60%
Nobles Double Spur, No. 33 70&10%
No. 10 Extension Lip 40@40&10%
No. 10 Extension Lip pattern car bit 40@40&10%
Pat. Car Bits, No. 10 40%
Pat. Car Bits No. 30 50&10@60%
Ring Augers 70&10%
Pugh's Black 20%
Snell's Jennings' Pattern 70%
Snell's Car Bits 60&10&5%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 20@25&10%
Cincinnati Nos. 1, 2 and 3 25&10%
Douglass' 33⅓@33⅓&10%
Ives 33⅓@33⅓&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 20%

EXPANSIVE BITS—
C. E. Jennings & Co. 33⅓%
Clark's small, $18.00 50&10@60%
Clarks' Large, $26.00 50&10@60%
Ives' Model, ₱ doz. $60 50@50&10%
Swan's 40@40&10%

DOUBLE CUT GIMLET BITS—
Common ₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.25 40&10%
Douglass' 40&10@50%
C. E. Jenning & Co. 50%
Ladds' 70%
Shepardson's 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40%, for metal, 60%
Cleveland Wood Bits for Brace 50&5%
Detroit 60@70%
K. & F 60&10&10&5%
Morse 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland 60&10%
K. & F. Straight Shank 60&10%
Morse Straight Shank 60%
New Process 60&10%
Standard 60&10%
Syracuse 60&10%
W. & B. Diamond 60&5@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—
L'Hommedieu's 15&10@15&10&5%
Snell's 50&10@40%
Watrous' 40%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad, ₱ gr. $3.00@$3.25
H'ld Scratch ₱ gr. $3.50@$4.00
Pat. Peg ₱ gr. 85@95c
Sewing, Com. ₱ gro. 85c@$1.00
Shoulder Peg ₱ gr. $1.35@$1.45
Shouldered Brad. ₱ gr. $1.50@$1.65
Socket Scratch ₱ doz. $1.00@$1.10
Stanley Rule & Level Handled Brad 40&10%
Patent Pegging 50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50 70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $13.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.50 40&10%

Axes—

First quality, best brands $5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₱ doz.

HATCHETS—
Collins
Findlay Axe & Tool Co. 50@50&10%
Hunt's, Underhill's or Blood's 40&12½@50%
Peck's:
Champion Blade 45%
Empire Brand 50&10%
Fayette R. Plumb:
Broad, New List 40&7½%
Lathing 40&12½%
Shingling 40&12½%
Warehouse 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co.:
Broad 50&5%
Shingling and Claw 50&5%
Lath, Hunters' etc 50&5%

Axle Grease—

Dixons' "Everlasting."
1-₤ box .15
2-₤ box .25
10-₤ pail $1.30
25-₤ keg $3.75
50-₤ keg $5.00

Balances—

Chatillon's:
No. 2000 20 80
₱ doz. 75c 85c $1.65 net
Circular Balances 60%
Straight Balances 50%
Circular Spring Balances 50&10@60%
Common 24 ₤. ₱ doz. 80c net.
Ice 50&10%
Straight Spring balances 50&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 25@30%
Tinned, each, $7.50 25@30%

Bells—

HAND—
Extra Heavy Brass 65&10%
Light Brass 70&10%
Globe (Cone's Patent) 40@40&10%
Silver Chime 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's 40@40&10%
Gong, Barton's 40&10@50%
Gong, Yankee 55&10%
Lever, R. & E. Mfg. Co.'s 60@60&10%
Multi-Stroke 50%
New Departure 45@50%

COW—
Com'n Wrought 60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List 75%
Texas Star 50&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's 70@70&10%
Hand 50&5@50&10%
Moulders 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye 60&10%
Shield High Grade 50&10%
War. 2 XL 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $8, 10@10&10%
Terrell's No. 1 and 2, $8; No. 3, $8.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ ℔.....9¼@9½c
Standard. ₩ ℔.....9¼@9½c
Manila, ₩ ℔.....10@ 0¼c
Pure Manila, ₩ ℔.....10¼@10¾c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $2.....33⅓%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60&10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10@70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list..60&10&5@70%
Wrought Shutter, Sargent's list..60&10&5@70%
Wr't Sunk Flush, Sargent's list.50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....70@10%
Machine.....70@10%
Carriage, Common.....70%
Norway Iron, list Oct. '84.....70&10%
Phila., Eagle, list $3.00.....75&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96. 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96.75&10%
Norway, Phila., list Feb. 26, '96. 70&10%
Common, list Feb. 26, '83.....70&10%
R. B. & W., list Oct. 16, '84.....70%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....70%
MISCELLANEOUS—
Sink.....70%
Sleigh Shoe.....75&10%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1 65, $2.50
Nos.....1 2 3
O. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@30%
Ives'.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	3.00
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
Inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots. 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American.$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford.....60&5@60&10%
O. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ⅛ High Pressure Brazers.....$34.50
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list Ap'l 1, '99 40&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@40&10%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&10&5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts.50&10@50&10&5%
Bronzed, Narrow...50&10@50&10&5%
Fast Joint, Narrow
Fast Joint, Light Narrrow
Fast Joint, Broad
Loose Joint
Loose Pin
Table Butts, Back Flaps, etc.
} 75@75&10%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Montross' "Excelsior," $6.00 ₩ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Cyco-Bearing:
Amer. Queen.....₩ doz. $27.00
Crystal.....₩ doz. $36.00
Gold Medal.....₩ doz. $24.00
Grand.....₩ doz. $36.00
Grand Rapids.....₩ doz. $22.00
Hall.....₩ doz. $60.00
Prize.....₩ doz. $24.00
Premier.....₩ doz. $24.00
Superior.....₩ doz. $24.00
Welcome.....₩ doz $24.00
Hotel.....₩ doz. $54.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ dos. $3.00
Child's.....₩ dos. $2.50
Little Daisy.....₩ dos. $1.50
Little Jewel.....₩ dos. $6.00
Little Queen.....₩ dos. $3.50
Misses.....₩ dos. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ dos. net $18.00
"Criterion," ₩ dos. net.....$16.00
"Popular," ₩ dos. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam-Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phœnix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—
American Proof Coil, in 1000-℔ lots, 3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾ $6.85 4.85 3.95 3.40 3.25 3.15 3.00 2.90
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½
Covert Mfg. Co. Heel Chain..45&2½
Galvanized Pump Chain, with Buckets.....50&5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains, New List.....6 3/4&10 3/4&10@70%

Chain Guards—
Aluminum S. & N. Co.....60%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....20%
Charles Buck.....20%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....20%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@60%
COLD CHISELS—
Good quality, ₩ ℔.....14c@18c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $3.00.....20%
Cushman's:
Combination.....40%
Independent.....30%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50..25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's... 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $2.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddell's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....⅌ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ⅌ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....⅌ gro. $3.75
Emerald.....⅌ gro. 5.00
Oriole.....⅌ gro. 5.00
Rainbow.....⅌ gro. 2.81
Solid.....⅌ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20,'96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ⅌ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ⅌ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in. ⅌ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co...75&10&5@75&10&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ⅌ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz , $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ⅌ doz. 75 cts. gro. $7.50
Extra Family Size....⅌ doz. $2.00
Keystone.....33⅓%
Spiral.....⅌ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....⅌ gro. $5.25
Dover, No. 10.....⅌ gro. $5.50
Dover, Steel Handle No. 10, ⅌ gro.....$7.50
Dover, Extra Heavy, No. 15, ⅌ gro.....$14.00
Rival.....⅌ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ⅌ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood.....10c. each.
Sal Ammoniac.....18c. ⅌ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt .....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ⅌ lb.
Tube, Speaking...$21.00 ⅌ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ⅌ doz.
Whistles, Speaking Tube, Porcelain.....75c ⅌ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $3.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF FF.
Kegs, ⅌ lb.	4½c	5c	8c
½ kegs, ⅌ lb.	4½c	5½c	8½c
¼ kegs, ⅌ lb.	5c	5½c	8½c
10 lb cans, in case....	6c	6½c	8½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—
No. 4, ⅌ gro.....$4.50
No. 6, ⅌ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.23
No. 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....⅌ doz. $3.00
Popes.....⅌ doz. $3.00
Wilkinson's.....⅌ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ⅌ doz. $36.00.....40%
Lane's ⅌ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz , $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00; No. 2, $2.50; No. 3, $1.50; No. 4, $1.00 ⅌ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.	0	1	2	3	4
⅌ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
⅌ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ⅌ 1000 ft..$2.60
Common Cotton Fuse, ⅌ 1000 ft.$2.90
Single Taped Fuse....⅌ 1000 ft.$3.50
Double Taped Fuse...⅌ 1000 ft.$4.70
Triple Taped Fuse....⅌ 1000 ft.$5.70
White Gutta Percha Fuse, ⅌ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....⅌ doz. $2.50
In lots of 3 doz.....⅌ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ⅌ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ⅌ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $1.50
Assorted 2 and 3.....⅌ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $3.00
Assorted 2 and 3.....⅌ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....⅌ doz. $9.00
Edgar's Nutmeg..⅌ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....⅌ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....⅌ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...⅌ lb 40c
3 to 5 lb.....⅌ lb 35c } 30@30&5%
Over 5 lb.....⅌ lb 30c
Heavy Weights.....30@30&10%
Wilkinson's Smiths....9½c@10c⅌ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per dos., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%

Door or Thumb Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

60&10@70%

Digitized by Google

Drawer Handles.....90%
Ring Handles.....70%
Roggin's Latches.....60&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@65%
Japanned, with Nuts.....$1.63
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....⅌ gr. $2.25@2.50
Auger, large.....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 32⅛.....40%
Auger, Swan's, Pat. ⅌ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....⅌ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut.....50%
File, assorted.....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

GROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2 ⅓%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challange, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 80.....60&5%
New Model.....40&5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 3, $18.00; No. 1 Special, $18.00, ⅌ dozen pairs.....60&10%
Richards' Single Track, Steel.60&10%
Stearns' Challenge.....60@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz.....40&10%
Wrought.....85&10&5@90%
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....30%
Auburn Straw.....40%
Lightning, from jobbers.....$4.00
Wadsworth's.....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinge Nos. 33 and 34 50&10@60&10&5%
Rolled Plate, Rolled Raised.....70&10@70&10&5%
Plate Hinges "Providence" 6 to 12 in. ⅌ D, 5c. 14 to 36 in. ⅌ D, 4c.
Screw Hook and Strap. 6 to 12 in., ⅌ D..2¾c; 14 to 20 in., ⅌ D..2½c; 22 to 36 in., ⅌ D..2¼c

STRAP AND T HINGES—
Light Strap Hinges.75&10&5@75& 10&5&10%
Heavy Strap Hinges.80&10@80&10 &10%
Light T Hinges.....70@70&10%
Heavy T Hinges....75&5@75&10&5%
Extra Heavy T Hinges..80@80&10%
Long Chest Hinges..60&10@60&10 &10%
Hinge Hasps.....60&10@60&10&10%
Crate Hasps.....60&10@60&10&10%
Crate Hinges.....75&10&5%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....80%
Champion.....60%
Zeil's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ⅌ gro.....$7.50
New Idea, No. 2, ⅌ gro.....$13.00
Rex.....⅌ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....⅌ gro. $8.00
Columbia, No. 15.....⅌ gro. $24.00
Crown.....30%
Gem.....33⅓%
Knoxall.....⅌ gro. $9.00
Oxford.....30%
Wiles' No. 1, ⅌ gr., $15.00; No. 2, $13.00

GATE HINGES—
Automatic.....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E..⅌ doz $7.80.....60@60&10%
N. E. Reversible.....⅌ doz $5.60 60@60&10%
N. Y. State..⅌ doz $4.80..60@60&10% Shepard's Nos. 1, 2, 3..60&10@60&10 &5%
Western, ⅌ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....60&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....30&10%
Nos. 40 and 50.....30%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13..... 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....30&5%
Buffalo Gravity Locking, Nos. 1, 2 and 5.....30&10%
Champion Gravity Locking, No. 75.....30&10&10%
1868, Old Pat'n, Nos. 1, 2 and 5, 30&5%
Tip Pattern, Nos. 1, 2 and 5, 30&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 108.....30%
Niagara Gravity Locking, Nos. 1, 2 and 5.....30&10%
Noiseless, Nos. 50, 60, 65 and 55.30%
O. S. Lull & Porter.....30&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....30&10&5%
Stenger's Positive Locking 75%
W. H. Co.'s No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ⅌ doz. $3.50 net
Crescent Cultivator, 7 in. ⅌ doz. $3.75 net
Crescent Double-Bit ⅌ doz. $3.75 net
Crucible Cut-Easy..⅌ doz. $4.50 net
Cotton.....30&7½%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....30%
Ladies' and Boys'.....30&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&30%
Magic.....⅌ doz $4.80
Mattock Hoe.....⅌ doz. $3.75 net
Planter's.....30&15%
Texas Cut-Easy.....⅌ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

RYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....60&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....20@20%

Hog Rings and Ringers—
Hill's:
Rings.....⅌ gr. boxes..$3.00@$3.25
Ringers.....⅌ doz. 50@55c
Kohlers, Horse Nail, Ringers. ⅌ gro. $9.00
Perfect Rings.....⅌ gro. $7.00@$7.50
Perfect Ringers.....⅌ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&50&10%
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ⅌ doz. $5.00; Medium ⅌ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....⅌ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns. ⅌ doz.....60c
Picture, T. & S. Mfg. Co.....10%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....30&10%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&30%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. C.....28c 23c 20c 21c 21c. 40&10%
American, all sizes, 9½@10c.....net
Ausable.....25c 25c 25c 24c 22c. 40&10&10&5%
Anchor.....25c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 19c 18c..10&5%
Champlain..23c 23c 23c 24c 23c 40&5&5%
Clinton Fin.19c 17c 15c 15c 14c. 30&10&5%
Essex.....28c 26c 25c 24c 23c. 40&10@50%
Lyra, all sizes.....9½c., net
Maud S.....25c 20c 20c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n.25c 23c 22c 21c 20c. 35@35&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....25c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ⅌ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.50
Perkins Improved Snow.....⅌ D 4c
W. & B. Rubber Pad....⅌ set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....80&10&5%
"Imperial".....80&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00
Ice Crusher, No. 3, ⅌ doz. $8.00
Ice Crusher, No. 2, ⅌ doz. $6.00
Ice Crusher, No. 1, ⅌ doz. $20.00
Ice Tools.....⅌ doz. $4.00
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ⅌ doz. $6.00.....25@30%
No. 34.....⅌ doz. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives.⅌ doz. $1.80...20@25%
Butcher Knives.....20@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives as Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, ⅝ in. Bead, ⅌ gr.....$1.25@$1.50
Carriage, Jap.....⅌ gro. 80c, 60&10%
Door Knobs, Hemacite.....80&10%
Door Mineral.....⅌ doz. 60@65c
Door Por. Jap'd.....⅌ doz. 65@70c
Door Por. Nickel...⅌ doz..$1.70@1.80
Drawer, Porcelain.80&10@60&10&10%
Picture, Judd's.....80&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 40%

Digitized by Google

Latches—
Cronk's Sliding Door.....60%
Lane's Barn Door.....40%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....50&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$4.00 $5.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.0 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....50&10%

Lawn Sprinklers—
Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—
Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—
Lead Pipe, full lengths....₩ lb 6¾c
" " cut lengths....₩ lb 7¼c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 37½c
Sheet Lead, full rolls.....₩ lb 7¾c
" " cut rolls.....₩ lb 8¼c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ₩ doz. $3.50; 2, $2.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $2.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Pure, Lined, Iron.....$3.25@$3.50
Pure, Lined, Wood....₩ doz. $3.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 30%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓%
R. & E. Mfg. Co.....60@60&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....15%

Meat Cutters—
American.....80%
Nos....1 2 3 4 5 6
Each. $5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $3.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $35.....60%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₩ doz...45@45&10%
Nos..... 1 2 3
$28 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading. .....A.....50&10%
Sargent's.....60@60&10%
Warner's.....80%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1898.....85@85&5%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@70&10&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....60&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $5.80
Hex, off list.....$6.10
Hot Pressed, Square, off list..$6.10
Hex, off list.....$6.80

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&5&20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1⅛, ₩ lb..... .35
" 2x2x⅞, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per lb 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@5½c ₩ lb
Russian Packing...12½c@13½c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ dz. $27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 8.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.88
Lumber.....₩ gro. 6.87
Mascot, Hexagon .....₩ gro. 4.75
Mascot, Round.....₩ gro. 8.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....70@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....50@50&10%
Bench, Second Quality.....60%
C. E. Jennings & Co.....50&10%
Molding.....40&10%
IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10@50&10&10%
Miscellaneous ...25&10@..5&10&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle".....
Ohio.....
Sandusky.....
} 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 2
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $12.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@ 12½
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Disston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49.....₩ doz. $12.00
New Champion, No. 37 ₩ doz. $ 6.50
Iron Handle, No. 38..₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$3.50@3.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side. Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump..... .....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump... .....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.0.
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump..... .....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.0.
No. 103, Fig. 448, 3½ in. Lift Pump..... .....$12.0.
No. 128, Fig. 510, 3 in. Lift Pump.....$7.0.
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 424, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.. .....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete..... $11.50
No. 330. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.50
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....2¼c
B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 35c.....30&10%
Terry's Steel Rail, ₱ foot.....8¼c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.20
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.2o@$3 15
Lawn Queen, Impr'd, net ₱ doz. $3.3o@$3.50
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plate 1.....40%
Electro-plated.....40%
Nickel plated..... .....50%
White Porcelain.....30%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40@40&10%
Hose with Burrs.....40@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk 70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or coppered..... .....70%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope—
Cotton Rope, Best, ¼ in. and larger.....₱ ₺ 13 @14c
Medium, ¼ in. and larger.....₱ ₺ 10 @12c
Common, ¼ in. and larger.....₱ ₺ 8½@10c
Jute Rope.....₱ ₺ 5½@ 6c
Manila:
7-16 in. and larger..₱ ₺ 9¾c
⅜ in.....₱ ₺ 10¼c
¼ and 5-16 in.....₱ ₺ 10¾c
Hay Rope, Med.....₱ ₺ 9¾c
Sisal:
7-16 in. and larger....₱ ₺ 8¾c
⅜ in.....₱ ₺ 9¼c
¼ and 5-16 in.....₱ ₺ 9¾c
Med. L'th Y'rn.....₱ ₺ 8¼c
Hay Rope.....₱ ₺ 8¾c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₱ ₺ 4@4½c
Chinese Sad.....3½@3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ₺ 2½@2¾c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.....80&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ₺ 2@2½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ₺ 16@18c
Cable Laid Russia....₱ ₺ 13½c@14c
Common India.....₱ ₺ 8½c@ 9c
Common Russia Sash.₱ ₺ 13½c@18c
Patent India.....₱ ₺ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ₺ 30c
"Samson" Braided Drab, Cotton.....₱ ₺ 35c
"Samson" Braided Italian Hemp.....₱ ₺ 33c
"Samson" Braided Linen, ₱ ₺ 56c
Silver Lake:
A Quality, Drab.....₱ ₺ 40c. 15@15&7½%
A Quality, White.....₱ ₺ 35c. 15@15&7½%
B Quality, Drab, ₱ ₺ 35c..... 15@15&7½%
B Quality, White ₱ ₺ 30c..... 15@15&7½%
United States:
B Quality.....₱ ₺, 18c
C Quality.....₱ ₺, 16½c
White Cotton, Hard Braided, ₱ ₺.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush 70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5%

Sash Locks—
Champion Safety .....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob 65%
Wrought Bronze and Brass..62½%
Cast Iron.....66⅔&5%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular .....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth..... .....50%
Band 2 in. to 14 in. wide.....60%
Band ¼ in. to 1¼ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....30%
Wood saw Blades.....4 %
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½ 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....35%
Woodrough & McFarlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon 30%
Disston's:
Concave Blades..... .....25%
Keystone, Flexible Back and Machine Blades.....3 %
Hack Saw Frames.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....35%

Saw Filer—
Disston's D8 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro..$3.50@$3.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate..... ...30%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $33.00:
No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz..... .....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '98.50&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $3.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. L. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....50&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames. 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $5.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 8, $13.50%
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60&10%
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....80%
Coppered, Round Head.....75%
Drive Screws, Diamond Point...85%
Iron, Bright Flat Head.....75%
Iron, Br't R'd & Oval Head.....85⅔%
Nickel Plated, Iron Flat Head....80%
Nickel Plated, Iron R'd Head....80%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron R'd Head....85%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....90%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895. 80&10&5%

BENCH, HAND, ETC.—
Bench, Iron, ₱ doz., 1 in., $2.75; 1⅛, $3.00; 1¼, $3.50
Bench, Wood, Beech. ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W...40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....2@30%

Shaft Couplings—

Bradley's:
Buggy, No. 4, ₱ Set.....$2.25
Surrey, No. 2, ₱ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.₱ doz.$3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@50&10
Heinisch's:
St. Trimmers, etc.50&10@50&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks& Shears.
Seymour's List, Dec., 1881. 60&10@50&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@50%
M. W. Co., list July, 1892.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@50&10&5%
R. & E., list August 15, 1895. 60&10@50&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&5%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@50&10%
Sargent's list.....60@50&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

O. Ames & Sons:
C.S. Edge.....60@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.55%
Kraut Cutters, 16x12, 20x.2.....40%
Enterprise.....2@ 0%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.0 @$27 00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cookeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
23% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ ℔.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher 50%
Table 50%
Kitchen.....5.%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&15%
Carpet Tacks:
American, Blued....90&20@90&25%
American, Tinned...90&20@90&25%
Swedes Iron Tacks:
S. S.....90&30@90&35%
Bill Posters' and Railroad Tacks:
S. S .....90&40@90&50%
Common and Patent Brads..75&10%
Finishing Nails.....80@80&5%
Gimp Tacks:
S. S .....90&35@90&40%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80@80&10%
Steel, Tinned.....80@80&10%
Upholsterers' Tacks:
S S.....90&30@90&40%

MISCELLANEOUS—
Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Bonnie Blue.....₱ box $1.00
Can Opener Carpet Tacks.₱ gr. $4.00
Dble. Point.90&10&10&10&10&10&10%
Hammer Carpet Tacks...₱ gr. $4.50
Miniature Keg Tacks..66⅔&33⅓&& 10&10&2%
Parisian Gilt Nails, carton.....50%
Plymouth Rock Tacks.66⅔&33⅓&& 10&2%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " ".....1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American Asst's' Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@80&10&10%
Pipe, ⅛ to 1¼.....80@90&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.60
Floor Hooks, ¾ in. ₱ doz. .. .05
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$2.25
Hanging Hooks for Double Steel Track, ₱ doz..... .50
Hanging Hooks for Single Steel Track, ₱ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$2.00

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .35
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car....$2.75
Reed Wood Frame Pulley with Hook, Fig. 424, ₩ doz.....$3.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch. ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$3.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@70 &10%
Dicksons.....60%
Nickel Plated.....60&10%
Payson's Solid Grip, Nos. 803 and 804.....₩ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....50@50&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse,Catch-'em-alive ₩ d z $3.50,15c
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10c
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Ma t Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....50%
Plastering.....35%
'Standard B and" and Garden 40%
C. E. Jennings & Co.:
Brick..... ....30%
Plastering.....35%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box..... 60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor..... .....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 38.....33⅓%
Wentworth's..... .....40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No. 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....35&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New list.... 40&10@50%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 0 to 18.....
Cop'd, Nos. 0 to 18..... } 40 and 10%
Galv., Nos. 0 to 18.....
Tin'd, Tinned list Nos. 0 to 18 }
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 13 to 20, Imported, ₩ ₤.....60@70c
Stub's Steel Wire.....$6.00 to ₤ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting 30&10@30&10&5%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.20@$1.25

Wire Rope—

List.
Cast-steel.....7½&2½&2% cash
Iron.....7½&2½&2% cash
Iron, Galvanized.7½&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....30@30&10%
Aiken's Pocket (Bright)..$2.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 3 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....55%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&3%
"Mechanics'".....40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....30&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme.....60@60&5%
Always Ready.....35@40&10
Bull Dog.....30&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894, 2%
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1898...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed,City, Raw, in barrels..₩ gallon.....50c
Linseed, City, Boiled, in barrels ₩ gallon.....52c
Out of Town on Spot..₩ gal.....50c
Calcutta, Raw, in bbls....₩ gal. 58c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....33@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $30.00@$31.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₤.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₤ net.....6¼
In lots of 500 pounds and over, ₩ ₤.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ₤ 8½@9c
Litharge, Kegs, ₩ ₤.....5½@6c
Zinc, American, Dry, ₩ ₤....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1⅞
Putty in Bladders.....1¾@2
Putty in Tins.....2@2¼

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....45 @—c

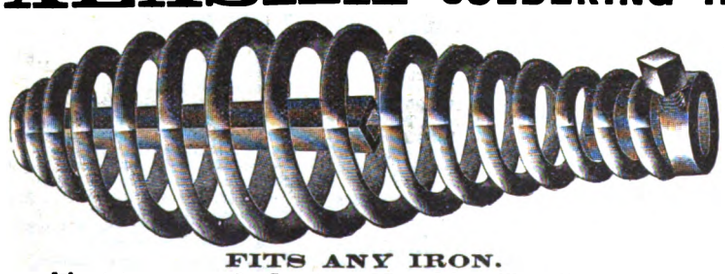
Dry Colors—

Blue, Chinese.....₩ ₤ 30 @35
Blue, Prussian.....₩ ₤ 29 @35
Blue, Ultramarine..₩ ₤ 6 @30
Sienna, Italian, burnt & powdered ₩ ₤ 4½@10 c
Sienna, Italian, raw & powdered...₩ ₤ 3 @7 c
Umber, Turkey, burnt.....₩ ₤ 2½@3¼c
Umber, Turkey, raw.....₩ ₤ 2½@3½
Green, Chrome, Ordinary.....₩ ₤ 4 @11
Green, Paris, in bulk, ₩ ₤ 15@1
Indian Red, American.....₩ ₤ 2½@ 3 c
Indian Red, English..... ...₩ ₤ 4½@5½

Colors in Oil—

Black Lampblack, Best?..... ₩ ₤ 13 @15 c
Black Lampblack, common .....₩ ₤ 7 @ 10 c
Blue, Chinese.....₩ ₤ 35 @40 c
Blue, Prussian .....₩ ₤ 25 @35 c
Blue, Ultramarine..₩ ₤ 16 @20 c
Sienna,bur't .....₩ ₤ 14 @18 c
Sienna, raw..... ₩ ₤ 14 @18 c
Umber, burnt.....₩ ₤ 12 @16 c
Umber raw.....₩ ₤ 12 @16 c
Brown, Vandyke....₩ 12 @16 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.

Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,

ALBANY, N. Y.

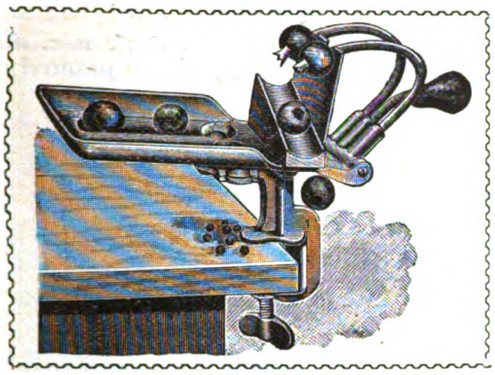
The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

THE FAMILY CHERRY STONER



Is the only Cherry Stoner which removes the stones from ripe cherries and leaves the fruit plump and round as before stoning. All other cherry stoners mash and waste the fruit. . .

Simple, Durable and Cheap.

Needed in every family. Order now, and be sure of stock when wanted. Sold by the jobbing trade generally. . . . . .

MANUFACTURED ONLY BY

GOODELL COMPANY, - ANTRIM, N. H.

NEW YORK OFFICE, 10 WARREN STREET.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE:
90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.

Howard Iron Works,

BUFFALO, N. Y.



Manufacturers of

BENCH VISES.

Price Lists Sent on Application.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

VERY SATISFACTORY.

National Cement & Rubber Mfg Co., Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

The Walda Sectional Window Weight

is sold only through the Hardware Trade. All inquiries referred to the local dealer. . . .

Square and Round Weights. Hang exactly from the centre. Only 10-inch pockets required. Lock at right angles. Take place of lead weights at one-sixth the cost. Save time and delay by balancing exactly at once.



Weights crated with 100 lbs. in Box; both plainly marked.

The Hardware Dealer requires only five sizes to fill any order. . . .

SEND FOR CIRCULAR.

Barney & Reed Mfg. Co., 85 WATER ST., BOSTON, MASS.

G. W. BRADLEY'S SONS,

FIRE AXES.



BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

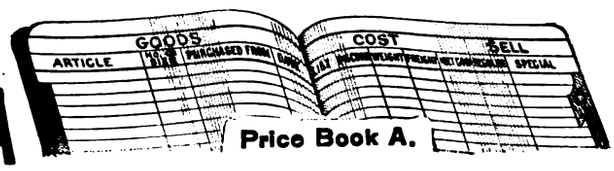
Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



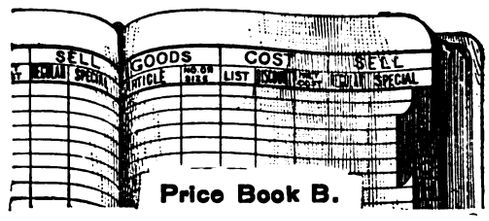
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages, - - $1.00 **A 2**, 400 pages, - - $1.50
A F, 200 pages with flap, 1.25 **A F 2**, 400 pages with flap, 1.75

B



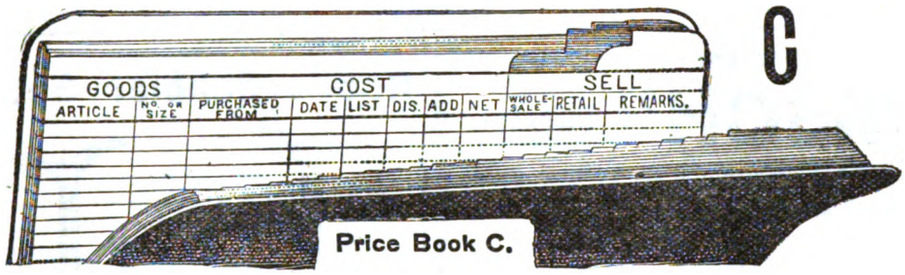
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages, - - $1.00 **B 2**, 400 pages, - - $1.50
B F, 200 pages with flap, 1.25 **B F 2**, 400 pages with flap, 1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

FOUR EDITIONS:

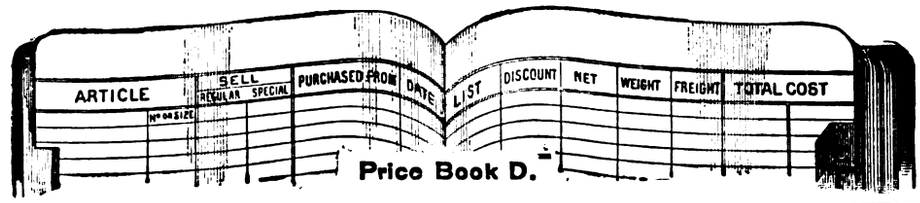
C, 200 pages, - - - $1.00
C F, 200 pages with flap, - 1.25
C 2, 400 pages, - - - 1.50
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages, - - - $2.00
D F, 200 pages with flap, - 2 50
D 2, 400 pages, - - - 3.00
D F 2, 400 pages with flap, 3.50

D



Price Book D.

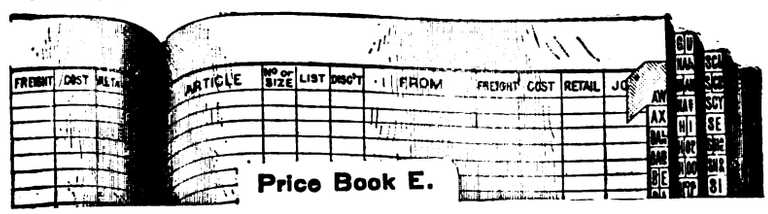
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU
" Parers, Apple " PAR
For Chisels, turn to CHI
" Cutlery, " CUT
For Iron, turn to IRO
" Irons, " IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

E



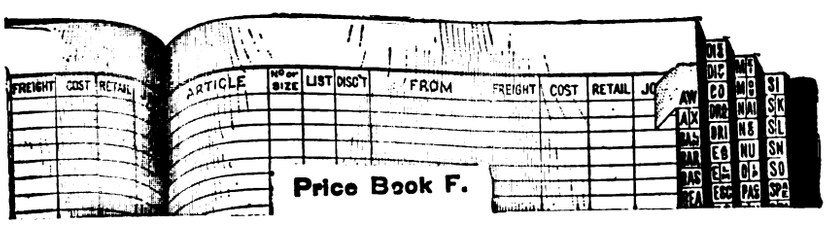
Price Book E.

AD GU SC
AN HAM SCR
AU HAN SCY
AW HAT SE
AX HI SHE

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.

F



Price Book F.

AD DIG MF SI
AN DIP MOU SK
AU DO NAI SL
AW DRE NE SN
AX DRI NU SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St., New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.

Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.

Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.

E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.

Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.

The Audit Co., New York, N. Y.

Augers.

Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.

Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.

Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Basin Plugs.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.

Magnolia Metal Co., New York.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.
New Departure Bell Co., Bristol, Conn.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas. J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Blind Hinges.

Stanley Works, New Britain, Ct.

Bits.

Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.

Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.

Folding Paper Box Co., South Bend, Ind.

Box Openers.

Smith & Hemenway Co., New York, N. Y.

Box Straps.

Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Brass Goods.

Loeb & Co., New York.

Brass, Manufacturers.

Waterbury Brass Co., New York

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butter and Cheese Cutters.

E. G. Bennett, Everett, Mass.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.

Fox Cutlery Co., Hoboken, N. J.

Calipers.

Alfred Field & Co., New York.

Car Sealers.

Charles Morrill, New York.

Carpenter's Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Carpet Stretchers.

R. W. Montross, Galen, Mich.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

Chisels.

Underhill, Clinch & Co., New York.

Chucks.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers.

John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.

Burr Fesler Co., Batavia, Ill.

Coal Screens.

Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago

Countersinks.

H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.

Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Beeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Hoboken, N. J.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Beeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
L. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouse Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co.' Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubbe Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Beeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Browne & Manafield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouse Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Hoops.

Weaver, Palmer & Richmond, Rochester, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
A. E. Hutchinson, Newark, N. J.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, Eas Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany N. Y.

Digitized by Google

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

Boston Belting Co., Boston, New York, Buffalo, Chicago.
John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
A. E. Hutchinson, Newark N. J.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
A. J. Phillips Co., Fenton, Mich.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.
Wm. Rogers Mfg. Co. Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New, Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.

Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.

Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.

Tacks.

Salem Nail Co, New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Thurostopes.

Bayer & Co., Philadelphia.

Tiles.

Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York.

Traps.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W. N. Co., Newark, NJ.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Twine.

Samson Cordage Works, Boston.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.

Chas. H. Gillespie & Sons, Jersey City, N. J.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.

Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.
Sickels & Nutting Co., New York.

Window Weights.

Barney & Reed Mfg. Co., Boston, Mass.

Wire, Manufacturers.

Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Loeb & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.

Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro, Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc.

Bruce & Cook, New York.

Zinc Nails and Tacks.

Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO 25 and 27 Fremont Street SAN FRANCISCO

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
American Railway Supply Co....35
American Ring Co.....11
American Shearer Mfg. Co.....44
Ames Sword Co.....7
Arcade Mfg. Co.....3
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co.....1
Ausable Horse Nail Co.....3

B

Baeder, Adamson & Co.....5
Bardsley, Jos.....39
Barnes (Wallace) Co.....41
Barnett (G. & H.) Co.....64
Barney & Reed Mfg. Co.....55
Barrett, W. L.....1
Bayer & Co.....37
Berger Bros Co.....14
Berger Bros. Co.....46
Berger, L. D.....4
Bicycle Step Ladder Co.....6
Bigelow, J. F.....11
Boardman (Luther) & Son.....37
Bommer Bros.....64
Boston Belting Co.....9
Brainerd-Tanner Co.....3
Brass Goods Mfg. Co.....46
Browne & Mansfield.....41
Bruce & Cook.....17
Bryan Mfg. Co.....4
Burr-Fealer Co.....3
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....3
Capewell Horse Nail Co.....64
Cary Mfg. Co.....46
Chadborn & Coldwell Mfg. Co....3
Champion Safety Lock Co.....39
Champion Steel Range Co.....2
Chatillon (John) & Sons.....4
Clark & Cowles.....5
Cleveland Stone Co.....7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Clipper Lawn Mower Co.....9
Coates Clipper Mfg. Co.....10
Coes Wrench Co.....7
Coldwell Lawn Mower Co.....9
Conroy (P. J.) Co.....6
Contractors' Plant Mfg. Co.....37
Cooney, Seiner & Co.....2
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cushman & Denison.....35

D

Darby (Edward) & Sons.....63
Dickinson, Thos. L.....39
Disston (Henry) & Sons.....5
Divine Bros.....2
Dixon (Jos.) Crucible Co.....5
Dunbar Bros.....43
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works.....18
Economy Pencil Adv. Co.....55
Edgar Mfg. Co.....18
Edwards Sad Iron Co.....18
Ellis & Helfenberger.....44
Enterprise Mfg Co. of Pa.....3
Erie Specialty Co.....2
Estey Wire Works Co.....39

Field (Alfred) & Co.....6
Fitch (W. & E. T.) Co.....1
Folding Paper Box Co.....54
Fox Cutlery Co.....10
Fuller Bros. & Co.....2

G

Gilbert & Bennett Mfg. Co.....63
Gillespie (Chas. H.) & Sons.....5
Glidden Varnish Co.....33
Gloekler, Bernard.....7
Goodell Co.....55
Gould Packing Co.....63
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co.....2
Hardwaremen's Exchange.....44
Hardware Publishing Co.....56
Harrington & Richardson Arms Co.....8
Hartley & Graham.....1
Heinisch's (R.) Sons Co.....55
Heller (W. C.) & Co.....5
Hickey (M. H.) & Son.....37
Hill Dryer Co.....9
Hill (N. N.) Brass Co.....46
Holmes & Edwards Silver Co.....6
Holroyd & Co.....7
Howard Iron Works.....55
Hutchinson, A. E.....18

I

Iowa Farming Tool Co.....43
Ives (H. B.) & Co.....15

J

Jennings (C. E.) & Co.....1
Jennings (Russell) Mfg. Co.....63
Johnson's (Iver) Arms & Cycle Works.....35

K

Kearney & Foot Co.....59
Keuffel & Esser Co.....8
Kilbourne & Jacobs Mfg. Co.....36
Kimball Bros.....14
Kohler (F. E.) & Co.....15

L

Laflin & Rand Powder Co.....1
Laflin & Rand Powder Co.....34
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.....2
Leonhardt & Co.....14
Litchfield J. M.....39
Loeb & Co.....41

M

Magnolia Metal Co.....1
Mann Wm. H.....44
Martin, James F.....44
Mast (J. M.) Mfg. Co.....37
Mayhew (H. H.) Co.....36
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....3
Montross, R. W.....43
Morrill, Charles.....18
Mugford, A.....37
Myers (F. E.) & Bro.....17

N

National Saw Co.....10
N. J. Car Spring & Rubber Co....15
New Jersey Wire Cloth Co.....61
New York Stamping Co.....4
Niles Mfg. Co.....2
Nock, Geo. W.....44
North Bros. Mfg. Co.....39

P

Parry Mfg. Co.....4
Pastime Lawn Mower Co.....9
Payson Mfg. Co.....2
Peck (Fred W.) & Co.....63
Pennsylvania Wire Works.....63
Philadelphia Commercial Museum.....15
Pike Mfg. Co.....41
Plume & Atwood Mfg. Co.....41
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co.....1
Putnam Nail Co.....11

Q

Quincy Hardware Mfg. Co.....1

R

Reading Hardware Co.....10
Remington Arms Co.....39
Rodgers (Joseph) & Sons.....6
Rogers (Wm.) Mfg. Co.....6
Rolfe, I.....14
Root Bros. Co.....38
Root Bros. Co.....44

S

Salem Nail Co.....43
Samson Cordage Works.....1
Sargent & Co.....41
Scranton (The) & Co.....1
Sedgwick Machine Works.....14
Seed, J. H.....13
Sickels & Nutting Co.....64
Silver Mfg. Co.....2
Smith E. G.....44
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....43
Sommer's (John) Sons.....64
Standard Co.....46
Standard Tool Co.....1
Stanley Rule & Level Co.....35
Stanley Works.....1
Stebbins (Chas. J.) & Co.....3
Stevens (J.) Arms & Tool Co.....7
Steward & Romaine Mfg. Co.....44
Stimpson (Edwin B.) & Son.....64
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....41
Sudlow, John W.....11

T

Tie Co.....1
Tower & Lyon.....13
Townsend, C. C. & E. P.....44
Troy Nickel Works.....54
Tuck Mfg. Co.....17

U

Underhill, Clinch & Co.....9
Underhill, Clinch & Co.....55
Union Hardware Co.....13
Union Metallic Cartridge Co.....1

V

Van Wagoner & Williams Hdw. Co.....64
Voigt, Starr & Co.....5

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....43
Weaver, Palmer & Richmond....64
Welch (T. F.) Mfg. Co.....63
Wells, Heber.....10
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co.....7
Wright & Colton Wire Cloth Co..63

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



HARD-STEEL-WIRE

Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH *Galvanized, Tinned and Black, ... Brass, Copper and Rust Proof.*

WIRE *Annealed, Bright Tinned and Galvanized, ... also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.
WIRE LATHING WITH HAMMOND'S METAL FURRING.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. C. PECK & CO., Cohocs, N. Y., U. S. A.
Send for New Catalogue. Mention HARDWARE.



PENNSYLVANIA WIRE WORKS.



EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

We R the People for

ADJUSTABLE WINDOW AND SCREEN DOORS.

Galvanized Poultry Netting,
Window Screen Wire Cloth,
Electro Rustless Wire Cloth,
Electro Bronze Wire Cloth.

SEND FOR CATALOGUES AND WE WILL QUOTE PRICES.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S
STEAM & WATER PACKING

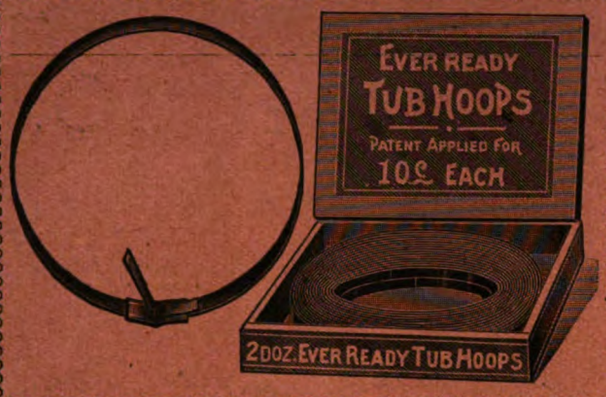
Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS

BRASS SCREWS NUTS AND FITTINGS FOR ELECTRICAL PURPOSES IN STOCK. SPECIAL WORK TO ORDER.



T. F. WELCH & Co. BOSTON, MASS.

Digitized by Google



TO THE DEALER

a saving of time without loss of profit.

A case of **EVER READY** Hoops and Clamps supplies the dealer with an article in compact, easy selling shape, and to his customer a hoop quickly applied to any size tub without use of special tools; makes a better finished, stronger job than by old methods. **EVER READY** Hoops fit when applied. No hammering required. **Adjustable to any size tub—no rivets.**

Send for descriptive circular.

Weaver, Palmer & Richmond,
ROCHESTER, N. Y.

Edwin B. Stimpson & Son's Co.
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.

Manufacturers of



Tire Bolts,

Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.

. . SEND FOR CATALOGUE.

Mention "HARDWARE." . . .

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co.
Oliver Chilled Plow Works.
North Wayne Tool Co.'s Little Giant Scythes,
Cortland Door & Window Screen Co.
Relay Bicycle Mfg. Co.
Grass Hooks and Hand-Made Axes.

JOHN SOMMERS BEST I. X. L.

THE I. X. L. FAUCET

JOHN SOMMERS BEST I. X. L.

BEARS THIS TRADE MARK.
IT HAS NO EQUAL FOR THE PRICE.

JOHN SOMMERS BEST I. X. L.

JOHN SOMMER'S SON
355-365 Central Ave.
NEWARK, N. J.

JOHN SOMMERS BEST I. X. L.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

"OLD RELIABLE"
High Grade
BIT STOCK DRILLS, WOOD BITS.



CLEVELAND TWIST DRILL CO.,
New York Store, 99 Reade St.
CLEVELAND, OHIO, U. S. A.

Samson Anvils

We have added following sizes to the line:

275, 300, 325, 350, 400, 425, 450, 475 and 500 pounds.

Write for Descriptive Circul

Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

BOMMER SPRING HINGES ARE THE BEST



"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.



Digitized by Google

E NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 5. New York, June 10, 1899. $1.00 A YEAR.

MAGNOLIA METAL

IN USE BY All The Leading Governments.

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

Room 524 Board of Trade Bldg., Montreal.

No. 49 Queen Victoria St., London, E. C.

——FOR SALE BY ALL DEALERS.——

ONE BRACKET is practically as good as another. Then why make a specialty of the BRADLEY? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and WONDERFULLY STRONG.

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

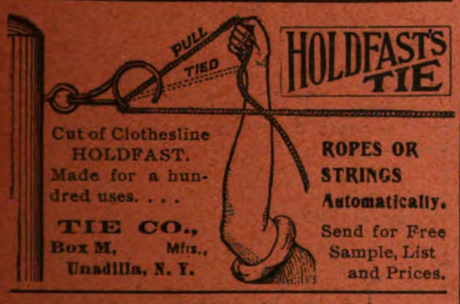
MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Glass Tubes

SEND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO., Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

FACTORY-LOADED U.M.C. SMOKELESS SHELLS

TRADE MARK.

Always Reliable and Accurate.

A NEW WORLD'S RECORD

was made at Peoria, Ill., May 8, 1899, when

C. A. YOUNG BROKE 211 TARGETS STRAIGHT

with factory loaded ammunition made by the

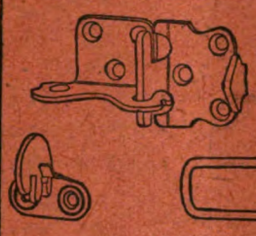
UNION METALLIC CARTRIDGE CO.,

BRIDGEPORT, CONN.

Send for latest Price List. Agency, 313 Broadway, New York.

THE NEW YORK PUBLIC LIBRARY

ASTOR, LENOX AND TILDEN FOUNDATIONS.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

WE MAKE High Grade Tools.

WE WELD Bicycle parts by electricity.

WE EXCEL in keeping our Guarantee to the public.

TWIST DRILLS, REAMERS, CHUCKS,

SEAT POSTS, FORK SIDES.



STEEL TUBE. Standard Sizes and Gauges.

THE... STANDARD TOOL CO.

94 READE ST., NEW YORK.

CLEVELAND, O., U. S. A.

Foreign Representatives:

LONDON: C. W. Burton, Griffiths & Co.

PARIS: Burton Fils, 68 Rue des Marais.

LEIPZIG: Max Heller.

RONSDORF: Carl Blombach.

Please Mention "Hardware"

Manufacturers' Export Code Used.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 31.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples Samson Cordage Works, BOSTON, MASS.

For THE SCRANTON NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood** We have combined two **principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* 101 Reade St. NEW YORK.

Digitized by Google

Fuller Brothers & Co.,

139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.

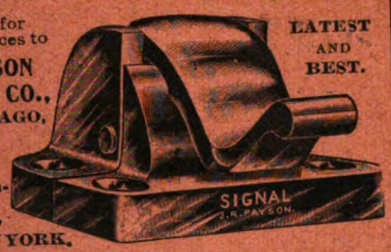


Our 1898 Catalogue of Cork Screws, Cork Pullers. Lemon Squeezers, &c., is now ready. Write for it,

ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to PAYSON MFG. CO., CHICAGO, and 88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,

90 Chambers St., N. Y.

Mfrs. Hardware Specialties,

DICKSON TRANSOM LIFTERS AND OPENERS.

Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T. Locking Pivot.

Also Agency . . .
W. N. BRUNTONS & SON, Scotland,
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.



NILES PATENT D. A.

SPRING HINGES AND BLANKS.

New Pattern.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. Co.,
18 S. Canal St., CHICAGO.



LANE'S Automatic Tackle Blocks.

Roller Bushed,
Steel Case,
Galvanized.

Twenty-four sizes in stock. Others to order.

Manufactured by

LANE BROTHERS CO.,
POUGHKEEPSIE, N. Y.



THE CHAMPION AND MARQUART are the only . .
Double Flue
Steel Ranges
made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND

HIGH GRADE

Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

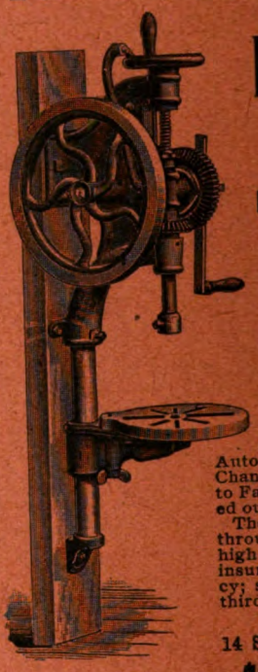
We are the largest manufacturer of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE DRILLS



FOR BICYCLE REPAIRMEN, SMITH-SHOPS, REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

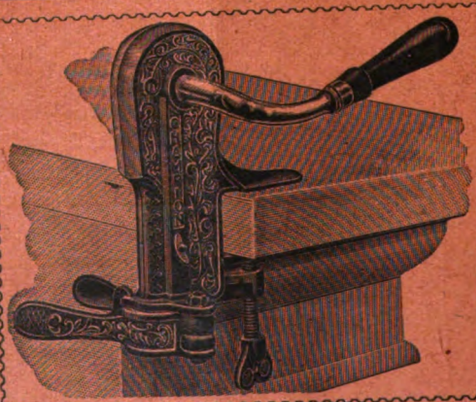
$6.00 to $85.00

ADVANCE No. 12.
125 lbs. - $10.00.

Special discounts to repairmen.

EVERY DRILL GUARANTEED.

THE SILVER MFG. Co.
345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,
FREEPORT, ILL.

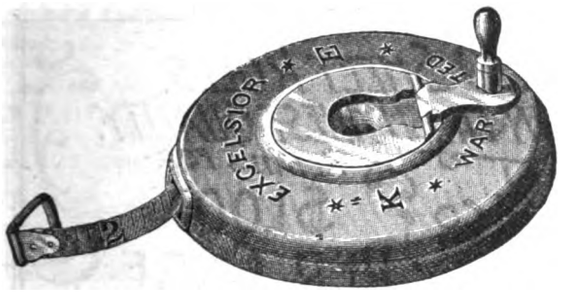
Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

THE NEW YORK PUBLIC LIBRARY
ASTOR LENOX AND TILDEN FOUNDATIONS.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

Of WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.

Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

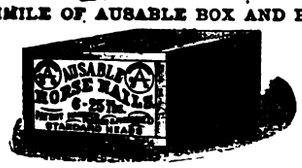
THE ORIGINATORS OF

Hot Forged Hammer Pointed Nails

IMITATING THE

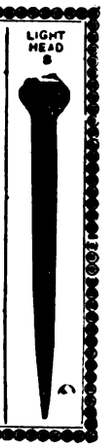
Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.





Bissell CYCO-BEARING Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,

LARGEST SWEEPER MAKERS IN THE WORLD.

GRAND RAPIDS, MICH. - AND - NEW YORK.

Digitized by Google

Our Family Case of Toilet Paper

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER CO ALBANY, N.Y.

A. C. Austin Eng. Co. Albany N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

MADE OF THE FINE Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



A Start in Time

Very often saves much time and more money. Start to-day and send us your orders for wheels. Our wheels are made from the best of Hickory and are perfect in construction. A guarantee with every wheel.

PARRY MFG. CO.,

INDIANAPOLIS, IND.





UP-TO-DATE. HOLLOW STEEL BLOCKS.

As light as wood and much stronger. The only Steel Block where the straps extend down below the middle and the pin passes through them, and has edges and middles rounded to protect the rope. When bushed with Ford's Patent Self-Lubricating or Adjustable Five-Roller Bearing Sheaves they lead all others for cheapness and durability. To insure the best blocks always specify **STAR BRAND.** 1897 Complete Catalogue J now in preparation.

Boston & Lockport Block Co., Successors to **Bagnall & Loud Block Co., Boston, Mass.**

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

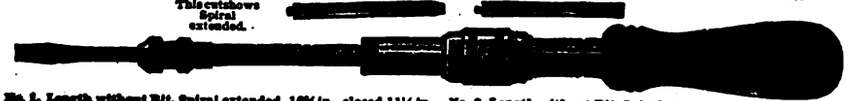
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 2, Length without Bit, Spiral extended, 10¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A4, Length without Bit, Spiral extended, 10¾ in., closed 10¾ in. No. A5, Length without Bit, Spiral extended 11 in., closed 7¼ in.

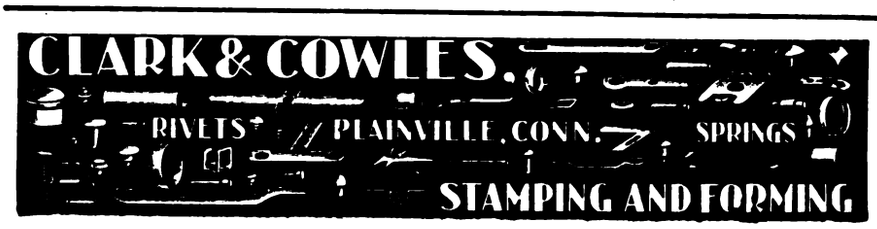
"Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 13 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

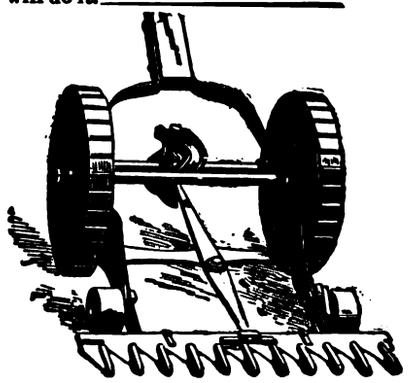
Order from your Jobber or direct from

VOIGT, STARR & CO., Sole Agents, 67 READE STREET, NEW YORK, U. S. A.



The Mower . . .

That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.



You take no risk on the quality. We make only the best!



Sand Papers in **Reams and Rolls**
- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google

UNIVERSAL SHARPENING MACHINES.



HAND POWER MACHINES.

	EACH.
No. 2, Japanned,	$3.50
No. 4, Nickel-Plated	$5.00

For household and general use.

FOOT POWER MACHINE.

No. 1, $25.00 each

For Packers, Tanners, Butchers, Farmers, Hotels and Restaurants.

Liberal Discount to the Trade.



Most perfect knife sharpener made.

Easily operated and quick work.

The degree of perfection attained by the use of this machine is far superior to that accomplished by the ordinary method of hand work.

These machines are practical, based on correct mechanical principles and have reached their present state of perfection after many years of experimenting.

They are simple in their construction, very durable and sharpen with great rapidity.

Knives keep their proper shape and last much longer when sharpened with the "Universal" machine. Silver-plated knives can be sharpened without damaging the blade.

Every dealer and every family should have one of these machines.

We guarantee the "Universal" machine to be as we represent it, "practical, convenient and perfect."

JOHN CHATILLON & SONS,

85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK.

ESTABLISHED 1835.

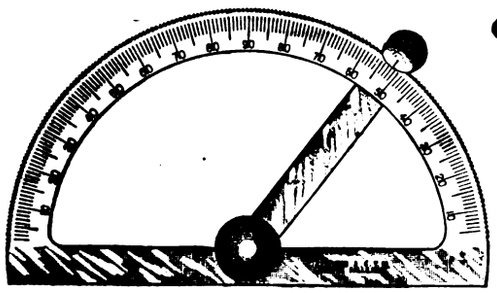
SCALES AND BUTCHERS' TOOLS.

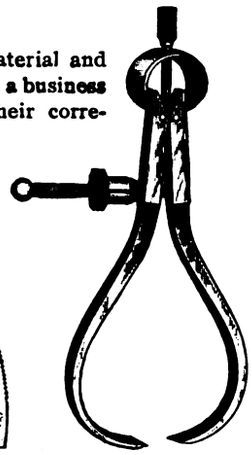
SOLE AGENTS:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

Digitized by Google

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .



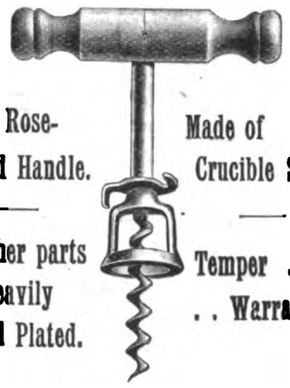


J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

NEW HAND POWER

Combination Cork Screw

CROWN and SEAL OPENER also WIRE CUTTER.



Fancy Rose-wood Handle.

Made of Crucible Steel.

All other parts Heavily Nickel Plated.

Temper . . . . . Warranted.

No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 20, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.



The Great Utility of

Grindstones

Is but little appreciated. . . . .

The Best for all kinds of grinding supplied by

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



AMES SWORD CO.,

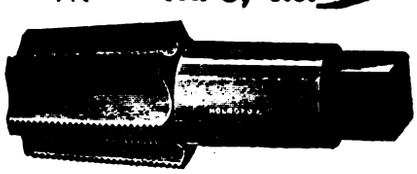
CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

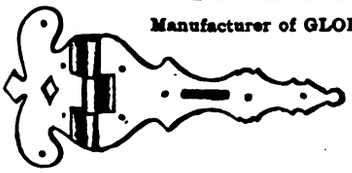
Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



Holroyd & Co.,
Waterford, N. Y.

BERNARD GLOEKLER, PITTSBURG PA.

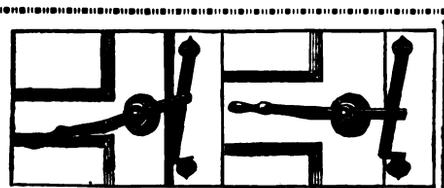
Manufacturer of GLOEKLER'S PATENT



Refrigerator Door Fasteners.

(Pat. Jan. 20, '91).

Extra Heavy Hinges for Cold Storage Warehouses.



Will force the door open as well as shut.
THE BEST ON THE MARKET.
Made in four sizes. . . . Write for Price List.



This style operates on both sides of door. For Cold Storage Houses they have no equal

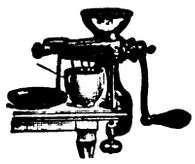
Digitized by Google

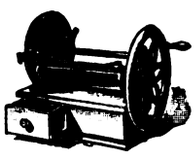
ENTERPRISE
Meat and Food
Choppers

TINNED

28 sizes and styles, $1.50 to $275.00

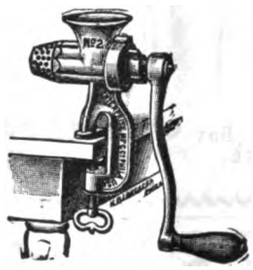

Sausage Stuffer and Lard Press


Meat Juice Extractor


Rotary Smoked Beef Shaver


Raisin and Grape Seeder


No. 5, $2.00


No. 2, $1.50


No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street


Power Meat Chopper



New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

HARRINGTON & RICHARDSON ARMS COMPANY...

... MAKERS OF

HIGH-GRADE REVOLVERS.

WORCESTER, MASS., U.S.A.

Safe, Reliable, Accurate.

Cut shows our . . .

"Premier"

32 Calibre



Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.



This is the **"Proper Clothes Line Reel,"** with which a line can be **Stretched by simply using the crank** after hitching the line to the desired point. It saves the line and keeps it **free from dirt.** When line is reeled in, close the door and it will revolve to the lower side, making a **Perfect Protection from the weather.** The drum is made of galvanized iron, and all thoroughly and artistically japanned. **With proper care will last a lifetime. Price, $1.25.** Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.

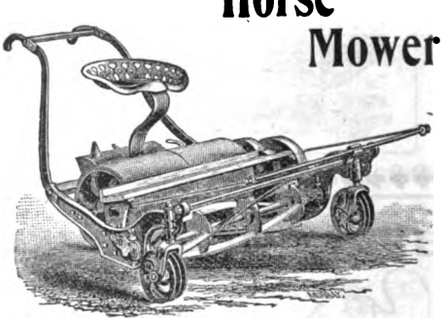
Excelsior Roller Mower



New Model High Wheel Mower



New Excelsior Horse Mower



CHADBORN & COLDWELL MFG. CO.,

SEND FOR OUR 1899 CATALOGUE

NEWBURGH, N. Y.

Digitized by Google

NATIONAL ENAMELING & STAMPING CO.,

MAIN OFFICE,

78 & 80 Beekman St., - NEW YORK.

BRANCHES:
MILWAUKEE, WIS.
ST. LOUIS, MO.
BROOKLYN, E. D., N. Y.
BERLIN, L. I., N. Y.
PORTLAND, CONN.



BRANCHES:
BALTIMORE, MD.
CHICAGO, ILL.
BELLAIRE, OHIO.
GRANITE CITY, ILL.

The Largest Producers in the World of

ENAMELED AND TIN WARE,

Comprising the following well-known and patented brands:

GRANITE WARE, GREYSTONE WARE, GRANITE STEEL WARE,
AMERICAN STEEL ENAMELED WARE, DIAMOND ENAMELED WARE,
BRILLIANT WARE, OPAL WARE, SCOTCH GRANITE WARE,

In Gray, Blue and White, all White, Marbleized, Flaked and Speckled Goods.

Specialists in all kinds of

Stamped, Retinned, Decorated, Copper, Galvanized & Japanned Wares, Tinners' Trimmings & Sheet Metal Goods.

Catalogue and price lists sent on application by writing to **BRANCH NEAREST TO YOU.**

HORSESHOE MAGNET HAMMER.
WARRANTED.



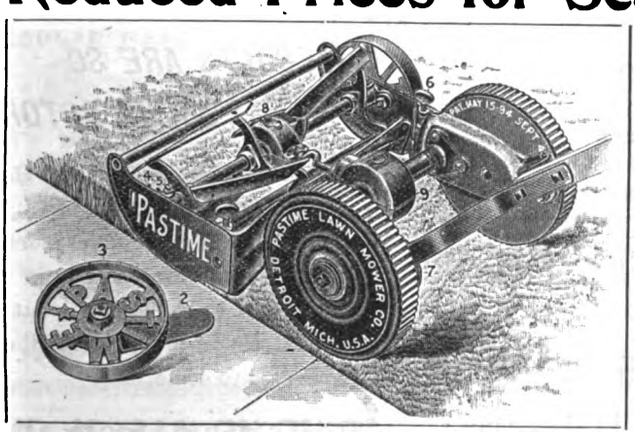
Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.
Superior to any magnetic tool heretofore made
ARTHUR B. ROBERTSON, Patentee and Sole Mfr.,
185 Summer Street, Boston, Mass.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

CROSS CUT SAWS

SEND FOR PRICES.

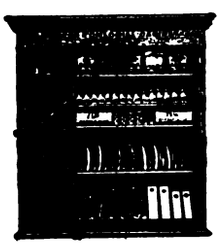
THE NATIONAL SAW COMPANY,
NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,
New York. Phila. Chicago.
READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

"FOX TONSORIAL CABINETS."



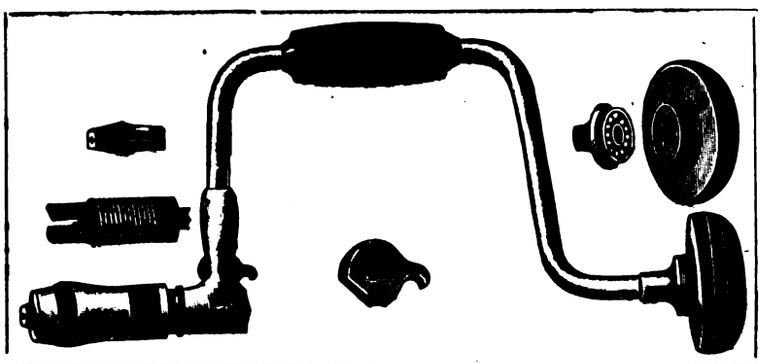
This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . The contents are *all first-class* and *well selected*. Every article will give *satisfaction* and yield a *good profit*. Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

FOX CUTLERY CO., MANUFACTURERS AND IMPORTERS,
DUBUQUE, IOWA.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.
-:-SEND FOR CATALOGUE.-:-

Just investigate our line before placing your spring order. They are ready sellers every time. Beautifully finished and built to do perfect work.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

E PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.



PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door and Window Screens,
Catalogue Free. BURLINGTON, VT.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

COVERT MFG. CO.,

West Troy, N. Y.



Harness Snaps, Chain Rope and Web Goods, etc.

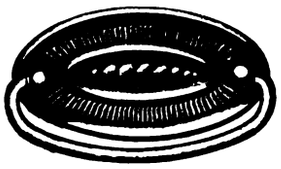
For sale by Jobbers at manufacturers' prices.



302 Derby Bit Snap.



1000



1395



5046

American Ring Co.,

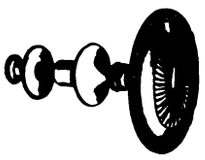
Waterbury, Conn.

MANUFACTURERS OF . . .

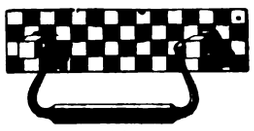
Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.



070



1439



200



5042 Left Hand
5043 Right Hand



10007

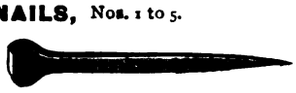
"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

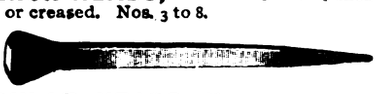
"HONEST SERVICE AND GOOD VALUE."

The Plume & Atwood Mfg. Co., New York. [*Lamps, Bicycle Lamps, Heaters, etc.*]: Your success should be very gratifying indeed when you realize that it has been achieved by giving the public honest service and good value for their money.

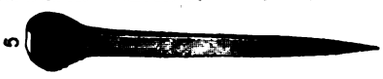
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



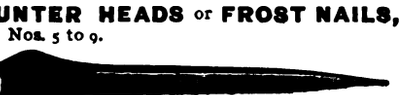
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

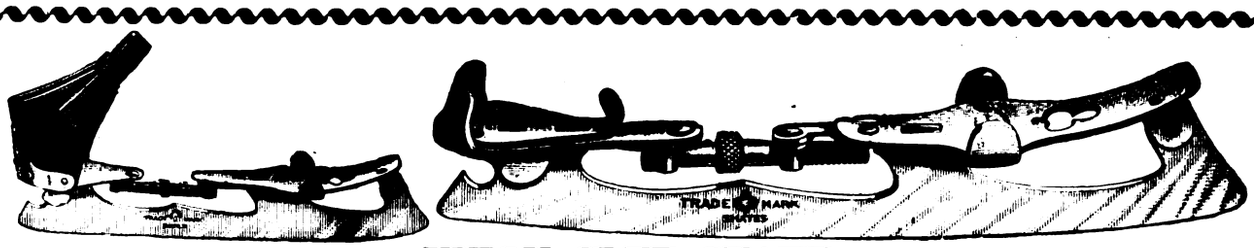
For terms and discounts address

PUTNAM NAIL CO.,

BOSTON, MASS.

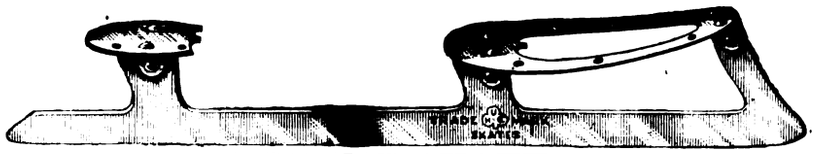
Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

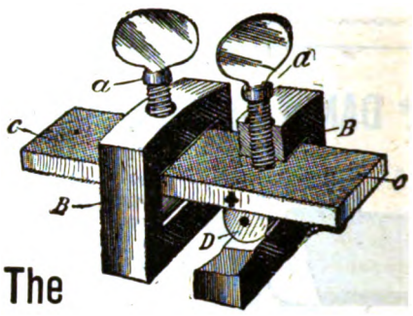


UNION CLUB SKATE.





HOCKEY SKATES.



The Union Skate Sharpener.



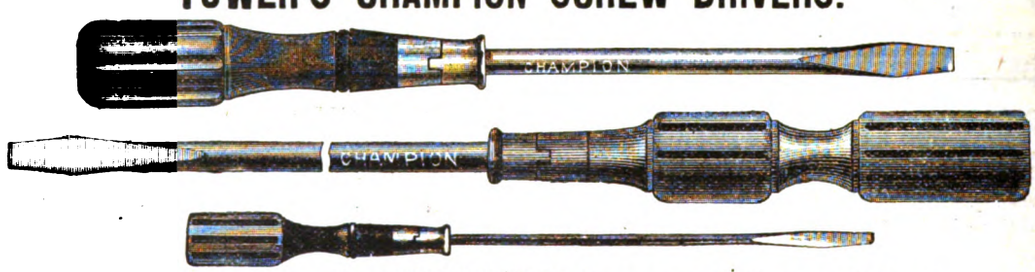
DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

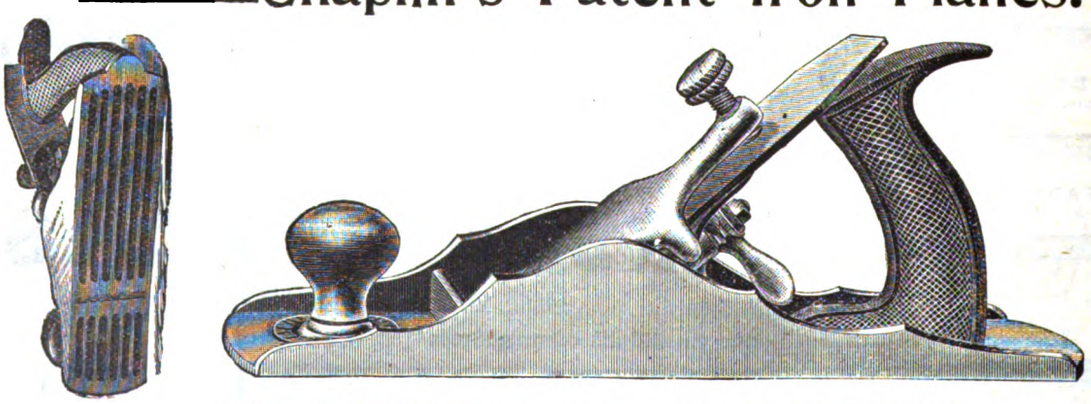
CARPENTERS and MACHINISTS' TOOLS.

TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

IMPORTANT TO

Hardware Merchants.

We have just printed a

CHART IN THREE COLORS,

measuring 16x44 inches, showing interior design of Hardware store and goods as they appear in our Patent Shelving.

Twenty different combinations are described and priced, the assortments costing from $90 to $700. A limited number will be mailed to dealers on easy requests.

J. D. WARREN MFG. CO.,
Masonic Temple, CHICAGO.

A. E. HUTCHINSON,

Reliable . . . .
Circular and Band Saws;
Filing Machines and Sets;
Emery Wheels,
792 Broad St., NEWARK, N. J.

A TIME SAVER IS A MONEY MAKER.

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

Is a time saver and a money maker for both dealer and user. It requires less time to sell as its admirable points speak for itself. . . . .



It saves the users time because it will adjust to any position, making itself adaptable to the most awkward places. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

Strong Inducements to the Trade.

BEST CAST STEEL.

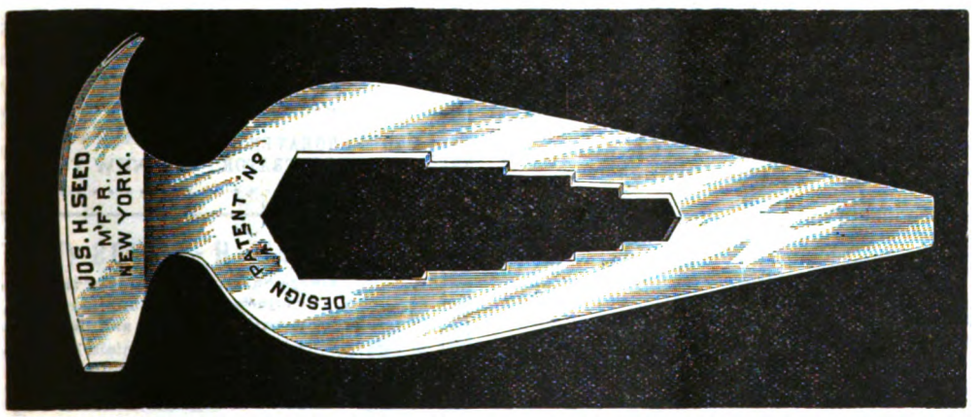


WRITE FOR PRICES & DISCOUNTS.

HANDY AND COMPACT.

A. J. WILKINSON & CO., 180-188 Wash'ngton St., BOSTON, MASS.

SEED'S BICYCLIST'S POCKET COMPANION.



Cut Full Size.

Hammer, Tack Puller, Square or Hexagon Nut Wrench and Screw Driver all in one Tool.

Nickel Plated.

Packed in 1-4 Gross Boxes.

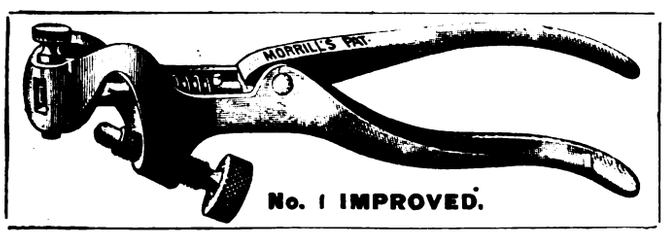
Malleable Iron, $9.00 per gross.
Best Forged Steel, $12.00 per gross.

JOS. H. SEED, - 12 Centre Street, New York.

MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK.
Registered, Pat. No. 20,572.
This Trade Mark is stamped on all Hardware Specialties of my make.



TRADE ⊕M⊕ MARK.
Registered, Pat. No. 20,572.
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

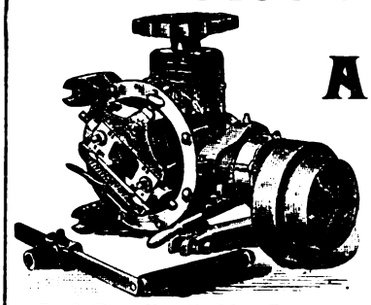
CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.



They are all "Standards" and Never dissappoint. Catalogue?

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 130 CENTRE STREET.——

B. B. LEMON SQUEEZERS.



A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

SEND FOR PRICES ON EXTENSION LADDERS.

Berger Bros. Company,

Mfrs. Tinners' Hardware and Roofers' Supplies. PHILADELPHIA.

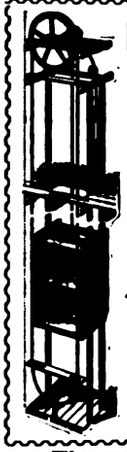
The Old Compared with the New.

THE credit belongs to the Welch of first making Roofing plate which has performed so large a part in sheltering humanity for so many years. The old Welch method of making tinplates was an honest one, but it had its crudities and imperfections.

The art of making the best tinplate has progressed, as have all other arts, so that the best product of to-day is superior to that made by the old Welch method. The superiority of the best modern plate lies largely in the thoroughly even distribution of the coating metal over the black sheet. This is an important thing for every buyer or user of tinplate to know.

Messrs. Merchant & Co., Inc., of Philadelphia, New York and Chicago, who have for so long a time made a specialty of the highest grade of plates, have contributed some valuable literature on this material within the last year, viz. their booklet *"HOW ROOFING TIN IS MADE"* and *"HOW A TIN ROOF SHOULD BE LAID,"* but not less interesting and valuable is their latest issue entitled *"NOT JUST AS GOOD BUT ACTUALLY BETTER,"* which minutely describes the difference between their method of making plates and the old Welch method. It will afford them pleasure to mail any one or all three of these little works to any name and address sent them to Philadelphia, New York or Chicago.

DUMB WAITERS & ELEVATORS.



SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

SEDGWICK MACHINE WORKS,

38 Carroll St., POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1018 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

I. ROLFE,

HALF TONE AND LINE CUTS

...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR. No. 8 Park Place, NEW YORK.

HORSESHOE-H-STUDS (Nouns' Patent)

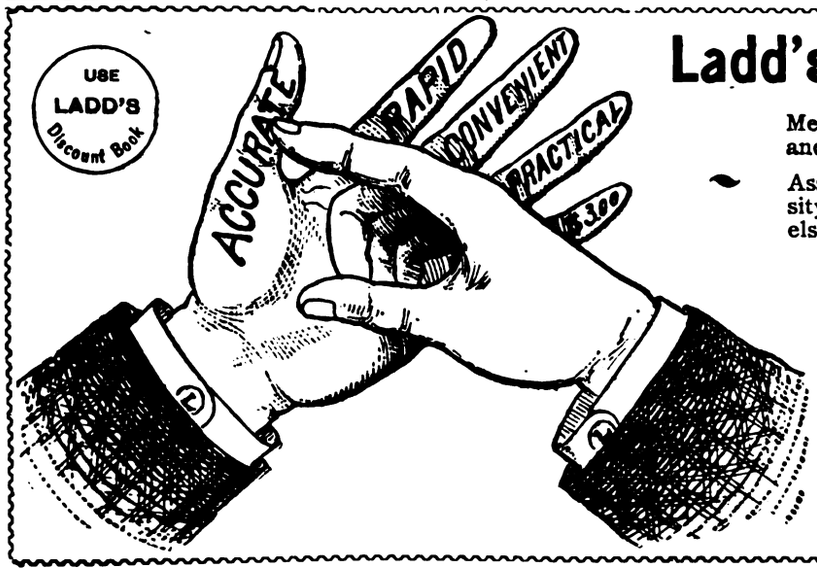


Always Sharp! No Slipping of the Horse! No Injuries as caused by other Studs! Great saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free. Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade
30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

J. J. FIELDS, President. J. J. FIELDS, JR, Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



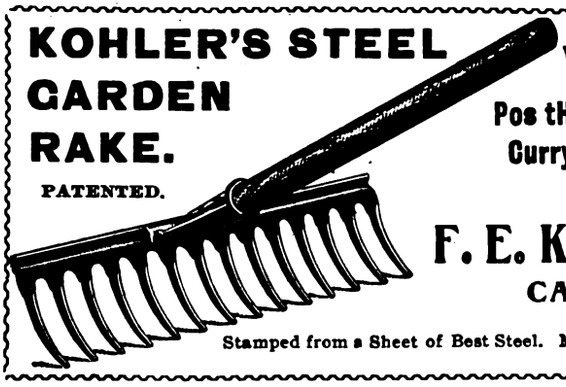
The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

KOHLER'S STEEL GARDEN RAKE.

PATENTED.



WRITE FOR CATALOG OF

Post Hole Diggers, Lawn Rakes, Curry Combs, Corn Planters, Shovels, etc., etc.

F. E. KOHLER & CO.,

CANTON, OHIO.

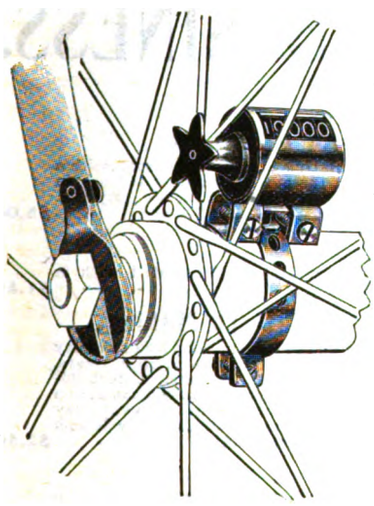
Stamped from a Sheet of Best Steel. Made in 10, 12, 14 and 16 Teeth.

Our Latest Wrinkle,

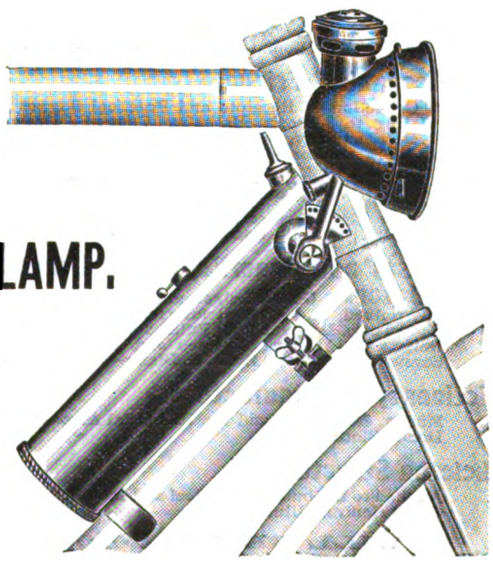
New Departure "SECURITY" Cyclometer.

(PATENTS PENDING.)

EVERYTHING OUT OF DANGER.
NO MORE BROKEN CYCLOMETERS.
NOISELESS CONCEALED TRIP.



Cyclometer on hub inside of spokes and trip on axle behind fork. Nothing to catch and cause breaking or bending.



THE NEW DEPARTURE ACETYLENE LAMP.

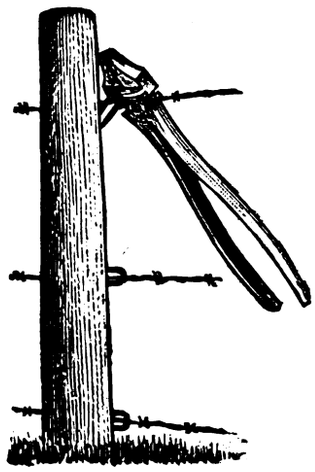
Uses loose carbide.
No special form of charge necessary.
AUTOMATIC GENERATOR FEED.
Flame may be regulated while riding.
Adjustable to throw light at any angle.

The most radical improvement in Acetylene Lamps—the generator and burner separated, insuring

Safety, Reliability, Efficiency.

JOHN H. GRAHAM & CO., Sole Selling Agents, 113 Chambers St., N.Y.

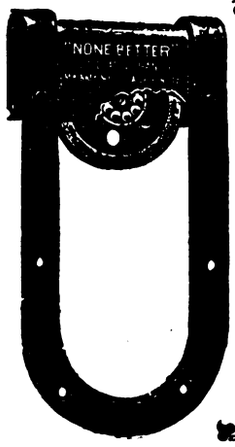
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



MYERS WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



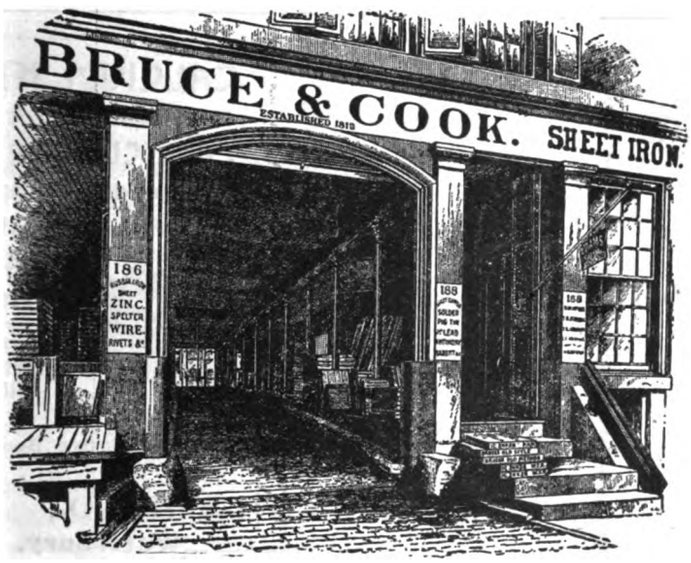
F. E. MYERS & BRO.
ASHLAND, OHIO.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Sacks.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .
BURR MANUFACTURING CO.
823 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.

CANTON GARDEN PLOW



THREE SHOVELS AND RAKE ATTACHMENT.
WEIGHT, 20 POUNDS
$3.75 EACH.
CASH WITH ORDER.
PARLIN & ORENDORFF CO.
Largest and oldest permanently established Plow Factory in America,
CANTON, - - - - - ILLINOIS



HILL CLOTHES DRYER.

More than 100,000 in use. Pleasing everybody. Both yard and balcony Dryers.
Fold them up without removing clothes line and take indoors when not in use.
Sold by the Hardware Trade. Send for Illustrated Catalogue giving full description and prices.
HILL DRYER COMPANY, Worcester, Mass.

CHEAPEST IN THE WORLD.

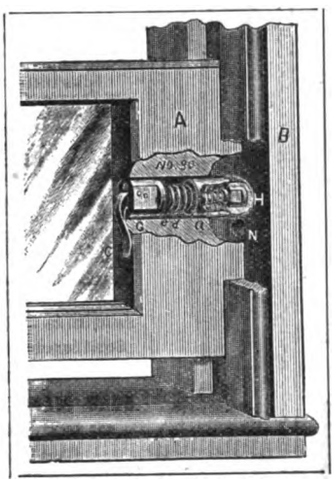


Adapted for can faucets also.

J. M. LITCHFIELD,
458 Quincy St., BROOKLYN, N. Y.

Digitized by Google

...King's Patent...
AUTOMATIC
SASH SUPPORT AND BOLT



A PERFECT Sash Support and Bolt. Holds the sash in ANY position. SECURELY bolts the sash at ANY desired point. It is a PERFECT Anti-Rattler. DURABLE, CHEAP and QUICK APPLIED. Architects, builders and consumers, on investigation pronounce it the BEST and most ECONOMICAL. Investigate and test it, and you will use NO OTHER.

Send for Catalogue.

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.

"PERFECTION"
GAS AND ALCOHOL
SELF-HEATING ...
SAD IRONS

Manufactured and Sold
Throughout the World by

The Edwards Sad Iron Co.
SOLE OWNERS,
1420 Chestnut Street,
PHILADELPHIA, PA.

EDGAR CHOCOLATE GRATER.
A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented
August 18, 1891.
November 10, 1896.

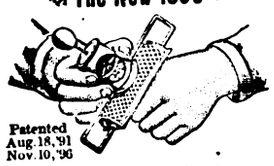
The EDGAR
CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896

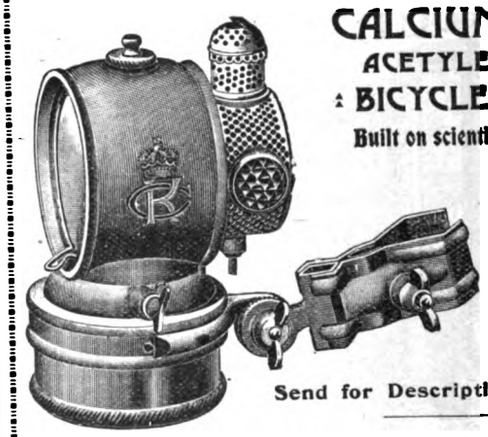


Patented
Aug. 18, '91
Nov. 10, '96

EDGAR Nutmeg Grater.
Price 10c.

EDGAR MFG. CO., READING, ...MASS.

CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP



Built on scientific principles.
NO SMOKE.
CANNOT JAR OUT OR BLOW OUT.
CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.



FRANKLIN S. MILES
MANUFACTURER OF
Brass, Iron, Steel and German Silver
SCREWS.
All kinds of Special Screws.
205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

HARDWARE

"There is one form of prayer in which I have the utmost faith," said the cynic of the Hardware store. "And that is the praying for rain. It is absolutely sure to be answered —if you only keep at it long enough."

T. James Fernley, the omnipresent secretary-treasurer of the National Hardware Association, brightened the rooms of the Hardware Club by his presence a few days since. It was one of his numerous flying visits to New York.

A new salesman was sent into New England, and as he desired to make a double record, he sold all the goods he could and at the same time kept his expenses down to the lowest possible notch. When he came home the boss scrutinized his account carefully, and then turned about with the inquiry, "Did you walk?" The account was larger next trip.

Said the casual visitor to the head of a big manufacturing concern: "I don't see how you can get away from your business so often." "Get away?" was the response. "I should think there was something wrong about my management if I couldn't get away." There is a great deal in that response. There is nothing like having each department so arranged that it will run itself without expecting "the boss" to keep his hand on the lever all the time.

The Lancaster Machine & Knife Works, Lancaster, N.Y., seem to have been benefited in a business way by the fire which injured a portion of their plant some two months ago. Their new plant is twice the size of the old one, which was too small for the business they were doing. They are now in full operation, working twelve hours per day, full handed, and, as the manager recently told a visitor from this office, "If this rush continues, we will all stand a poor chance of getting vacations this summer."

There is an up-town Hardwareman who is afraid of recording too large a girth. In the summer he usually pants, and just in this particular summer he bants. He quotes that saying of Tom Reed, that "no gentleman ever weighs over two hundred pounds." He avoids all sweets and pastries, and sticks to lean meats. One day reduced him by four and one-half pounds; in an unthinking moment he went to a tea party and put on a pound and a half. He is now sticking to the flesh diet, and is daily reducing himself in flesh.

"Hardware Day" bids fair to become one of the recognized holidays of the West, at least, if the retail dealers of enterprising Chicago carry out their proposed programme. One day is to be selected in July or August, when all the retail Hardware stores will keep their shutters in place, while proprietors, clerks, bookkeepers, porters and office boys will attend a grand picnic at some given point. As the Chicago Retail Hardware Association have taken the matter in hand, the success of the scheme may be practically assured. There cannot be too many of these occasions of reunion and better acquaintance.

The Bissell Carpet Sweeper Co., whose trade has been most phenomenal during this year and who are far behind with orders at the present time on high-grade "Cyco" bearing sweepers, report a sale just made by T. Eaton & Co., of Toronto, Canada, on Bissell sweepers that beats the record. In a single day this house sold at an advertised sale three hundred and forty-eight Bissell sweepers, which was certainly marvelous. It proves what can be done with well known goods in Canada, as well as in the United States. This eclipses the best day John Wanamaker ever had on sweepers, and which was no small matter.

Reports coming from South Africa show that even now American manufactured goods are taking the precedence of those of other countries, and such articles as saws, axes, levels, claw hammers and grinding stones are recognized by the natives as being superior in style and workmanship to those made in any other country. One thing that has helped the American exporter is the fact that he has adopted the system of accompanying invoices with rates of freight, measurements and cubic contents of each case, as well as with the total of each line of cases. This helps in making estimates, and facilitates invoicing in up-country orders.

North Bros. Mfg. Co., Philadelphia, have prepared a very attractive and artistic set of signs of their "Yankee" tools, which they are furnishing to dealers who handle this line of goods. These signs are of heavy metal, so stamped that the articles represented stand out in raised form, and as they are printed in colors, conforming to those of the goods themselves, the sign when seen upon the wall seems to indicate that the actual tool is there represented. There are three of these signs, one of which shows their "Yankee" ratchet screw-driver; another their "Yankee" spiral ratchet screw-driver, and the third their "Yankee" automatic drill. These signs will make an attractive ornament to any Hardware store, and certainly must assist the dealer in attracting attention to these goods. The reputation of the North Bros. Mfg. Co. for the production of first-class articles in all their lines, is well known, and these signs are an indication that the artistic department of their factory has been placed in competent hands.

The board of governors of the Hardware Club of New York can appreciate good work when they see it. The fact that Alfred D. Clinch, a member of that board, has been charged with the responsibility of preparing each manual of the club since its organization, is a guarantee that he has a life job on his hands, as it is the yearly event for some member of the board to move "that Alfred D. Clinch be requested to take in charge the preparation of the manual which he has so successfully edited in years gone by." This action was taken a couple of months since by the board, and the result of Mr. Clinch's labor for 1899 is at hand. The manual conforms in size and character to those issued heretofore, and contains the usual list of officers and committees, tables showing the dates of meeting, the constitution, by-laws, articles of incorporation, list of members, etc. The work has been admirably done, and the manual is in every sense a complete and appropriate exposition of the character and aims of the Hardware Club of New York.

Digitized by Google

HARDWARE

VOL. XIX. JUNE 10, 1899. NO. 5.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

American Goods in England.

The recently published reports of the United States consular offices in Great Britain, contain information which is of the utmost value to the American Hardware manufacturer who hopes to extend his trade into foreign countries. If the conclusions reached by the consular agents are correct, England offers a surprisingly advantageous and profitable field to such American traders as would carefully study that market. The conclusion of these agents is that there is hardly a line of American manufacture, with special reference to American novelties, that could not be exported to England with profit, if the proper steps were taken, and such reasonable and common-sense methods of sale as are adapted to that market were adopted. One writer expresses it as his opinion that the American manufacturers are the best in the world, but they are also the poorest traders. This fact is impressed upon him over and over again in each day of his experience with American merchants, and manufacturers, by correspondence and otherwise, and of the methods which they are following in handling the new export trade which they are working so hard to get. As a third point, which will well bear quotation, he says: "It is my idea that American export trade is rolling up like a snowball because of a fifty per cent. superiority in manufacturing knowledge and natural resources, and despite a fifteen to thirty per cent. inferiority in trading knowledge, a heavy percentage of unwillingnesss to learn foreign trading customs and still greater percentage of lack of foreign merchant facilities and organization. If a small portion of the vast sum of money in the United States now seeking investment could be employed in some sort of export scheme to handle American goods, we would soon be able to record a greater export of American goods than of the raw products of the soil, though to-day we are boasting of an excess of manufactured exports over the manufactured imports."

It is a fact that American pig iron is going into British ports in increasingly large quantities, and this trade may be regarded as established on a healthy and permanent basis. In parts of England there is to-day an actual demand for American pig iron, which is well contrasted with the situation of but a few months ago, when the American salesman found it difficult to place even trial orders. Most of the foundry iron which goes to that country comes from the South, chiefly from Alabama, and the heaviest movements of this tonnage are confined to the cotton season, when "low freight rates for carriage across the Atlantic are obtained because pig iron serves admirably as ballast to ships loaded with light-weight cotton."

One agent states that the sale of American bicycles in England is only limited practically by the willingness of American manufacturers to make such wheels as are desired by British purchasers. He declares that the Englishman does not want wooden rims on his bicycle. He is afraid of them, and part of his fear is that damp weather will affect their value. Neither does the Englishman want a single-tube tire, as, says the agent, "The broken glass and thorns in the roads puncture the single tubes, and and when the single tubes are punctured; the English repairer either cannot or will not make the repairs." He adds that many consignments of American bicycles have arrived in England in poor condition, owing to the fact that they have not been properly packed. There is a further danger in regard to American vehicles in general that those made for sale in England will be of too light weight. The Britisher, he says, does not only demand solidity of construction, but this strength must be such as can be seen by the eye; there must be bulk, which, of course, means weight. It is his belief that the American carriage builder who will make exact copies of models of good English style, will find a ready sale if willing to accept a reasonable profit.

There is a fund of information of value to American manufacturers and exporters hidden away in these reports that are issued with such industrious regularity by our State department. Shrewd and careful observers in all parts of the world are in these days paying special attention to the needs of foreign markets, with direct reference to the supplying of those needs from home, and the American manufacturer who desires to extend his export trade would do well to place himself in communication with the State department and make sure of receiving these reports as they are published.

A Feast at Atlantic City.

The coming annual session of the Southern Hardware Jobbers' Association promises to be an occasion not only of great social enjoyment, to the members and the guests who will there assemble, but a programme of a business and literary nature has been prepared so replete with good things, that the only fear is that there will not be time permitted for the carrying of the same into full operation. The social feature is always a very prominent part of this annual gathering of our friends of the South, and the session of this year promises to be even more marked than ever in this respect, as there will be a large attendance of ladies in addition to the guests from the North from among the jobbers, and from the manufacturers in all parts of the country.

Almost every possible question is to be discussed in the papers which are to be presented.

There will be a formal welcome to the manufacturers, with a response; and among the questions which are to be considered during this three days' session, there is one devoted to the export trade, another to Hardware expansion, and others upon the effects of associations of this character the meeting of foreign competition, the question of equity as it should exist between the manufacturer and jobber, the necessity of trusts, and whether or not they are detrimental to the interests of

Digitized by Google

the jobbers; with several general talks, and one whole session devoted to the editors of the various trade journals, who will discuss the business man from the editorial standpoint, the progress of the twentieth century, the development of the Southern Hardware trade, the trade journal as a developer of closer relations between the jobbers and retailers the general progress of the South, and Hardware associations in general.

One half day will be devoted to the discussion of various questions of a searching and interesting character, which have been suggested by the executive committee of the Association. These involve the attempt of the buyer to do justice to himself and still please all the traveling salesmen who call upon him; whether or not a manufacturer can sell to both jobber and retailer in the same territory without injustice to the interests of either party; the difficulties that stand in the way of maintaining uniform prices for the present year, and the best methods to obviate them; whether or not manufacturers of standard brands of goods should sell their products to catalogue houses and department stores; and the question whether or not a traveling man has a right to go to the consumer in a given place, provided the trade in that city will not take hold of his line.

There is certainly meat enough in these papers, and in the questions which the executive committee have so ably propounded, to keep a Hardwareman, or any other man, busy during the several days in which this Association will be in session. The speakers are men who stand very high in the opinion of the trade, and a great deal of thought and information will be bequeathed by them to such as have the pleasure of being present on this occasion. These gatherings seem to become more important and more necessary as the years go by, and have done much toward elevating the general character of the Hardware trade everywhere, serving as a suggestion to the Hardware dealer that there is a great deal more connected with the proper conduct of his business and the securing of the best results therein, than simply the buying and selling of goods.

A Question of Vacation.

Editor Hardware: I wish you could do something or say something to persuade my boss into the belief that a Hardware clerk who works faithfully and industriously for fifty-one weeks in the year, ought to be accommodated with one little week at least, for his own personal use. I have been in my present position a little over seven years, and have never had a holiday for more than two days at a time, and if I should ask for a few hours' time for the purpose of attending the ball game, I would probably be out looking for a situation the next forenoon. We believe that you have the interests of the clerks at heart, and would like to hear your opinion on this subject. A CLERK.

—— Avenue, New York.

The above communication shows that this clerk has an abiding faith in the good will and the friendly intentions of *Hardware*, regardless of such possible results as might come from its attempted intervention in a delicate situation like that which our correspondent portrays. Without entering in any degree upon the questions which affect the relation of this identical clerk to the house in which he is employed we do not for a moment hesitate to express the opinion that in all well-regulated establishments more work can be secured from a clerk, or other employe, in fifty-one weeks in a year than could be possible in fifty-two. A young man whose nose is tied continually to the lines of a ledger, or whose hands and mental faculties and conversational powers are continually used in the sale of goods, has a pressing need for at least one full breath of ozone during the summer season. He will be a better employe during the whole year because of several days' frolic out under the face of Nature, on the mountains or by the seashore, and he will come back with a tan on his countenance, fresh air in his lungs, sunshine in his heart, and a possibility for better work than he could possibly have possessed under other circumstances. Give the boys a chance. Turn them loose at least once in the year, with full opportunity to oil the machinery.

One Scottish Method.

They do some things on the other side of the ocean that we don't do here. For instance, there prevails in Scotland a certain method of lending money, with a young man's honesty and industry as collateral. The method is thus described: "A bank permits an individual to open an account, not with a deposit or with a discount, but an actual credit for a certain amount, which the bank practically loans to him, charging him interest on his daily debit. The person is permitted to operate and check against the account just the same as though he had so much cash on deposit. It is not a time loan, but is permitted to stand as long as the bank and the customer are mutually satisfied. From $500 to $5,000 is the usual limit of these cash credits or advances. A young man may desire to start in business. He has no capital, and capital is necessary. He applies to a bank for a cash credit, say, $2,500. The applicant gets some of his friends to become surety to the bank, and the latter opens an account with him with a credit of $2,500. The sureties are careful to watch the operations of the young man, and careful scrutiny of his bank account is maintained. The bank will expect the account to be a live one, and checks are to be drawn and deposits made with reasonable frequency. Sometimes the total transactions based upon a very small cash credit are enormous, as much, sometimes, as $200 or $300 for a single dollar in a year."

On His Vacation.

Mr. John A. Walker, vice-president, treasurer, and general manager of the Joseph Dixon Crucible Co. is now on his vacation, which, as usual, means some recreation and relaxation and a good deal of business.

Although Mr. Walker is a staunch American in every particular, yet he has a strong liking for foreign countries, and has made several trips to the old world's cities and sights. This time he will again visit England, France and Germany, and possibly Italy. He will advise with the manager of the Dixon London branch and visit the several Dixon agencies on the continent. On this trip he will have some peculiarly difficult questions to settle, as the demand for Dixon's graphite products has so increased that many of the most prominent foreign houses are earnestly requesting to be made the sole agents.

Mr. Walker is accompanied by his wife.

Marion & Marion, patent solicitors, write as follows: The air brake was invented by Westinghouse, 1874; the torpedo, by Bushnell, 1777; watch, by Peter Hale, 1477; thermometer, by Drebel, 1609; telescope, by Lippersheim, 1608; printing, by Gansfleish, 1438; microscope, by Jansen, 1509; cotton gin, by Eli Whitney, 1793; lithography, by Senefelder, 1798; lightning rods, by Franklin, 1752; gunpowder, by Schwartz, 1320; balloon, by Montgolfier, 1783; barometer, by Torricelli, 1643.—*Canadian Hardware & Metal.*

Digitized by Google

Mr. Fernley's Busy Fifteen Minutes.

A representative of that enterprising English publication, the *Hardwareman*, has been interviewing T. James Fernley, the famous "hyphenated" official of the National Hardware Association, with somewhat uncertain results. On the face of the interview, the newspaper man did a good share of the talking, due perhaps to the fact that T. James made his responses while engaged on "the mountain-deep papers of the association." (By the way, some of those papers have been too deep for a taller man than the secretary-treasurer.) It seems to have been a busy morning, amid those classic surroundings of Philadelphia. "He would dictate a letter," says the careful observer of details, "to one of his charming lady secretaries, tot up a line of ledger figures, and talk to me in vigorous and entertaining fashion about the movement in which he is so enthusiastic a worker, all inside a quarter of an hour." It was probably the busiest hour that interviewer ever put in.

Some of the points made by Mr. Fernley are of interest. During the few weeks preceding the interview he had traveled three thousand two hundred miles, and visited nine cities in behalf of the Association. That organization represents $200,000,000, and is "supported by every grade of jobber." When asked as to methods, the answer was: "That's the easiest question you have asked yet. We proceed to get jobbers, each in their separate locality, to come together; our method is to work the oracle by engendering good feeling."

Then the interview proceeded along the even tenor of its poetic way:

"Easy answered; but is it as easily done?"

"American jobbers are sensible men, sir, and when they see the advantages that accrue, they promptly join."

"What are those advantages?"

"Firstly, we eliminate the element of acrimony out of our competition. We compete just as keenly as before, but on sound and reliable lines. Now when you feel eternally sore about some competitor, and you find that he is badly cutting some line, you leave him alone or retort in kind, but after our association has been started, you go to him and say: 'Look here, old fellow, this won't do.' And the other fellow promptly condemns his drummer or his foreman, and swears it was all a mistake. Then they smoke a cigar together—by the way, have one?—talk over business affairs, and parting, wish each other well."

"But you must not suppose that we attempt to control prices. We don't; nor is it probable that we ever shall. In some leading lines—a very few—we find that we can arrange prices by private conversation. Then again, we verify reports. For example, Smith's traveler reports that Robinson, the retailer, told him that Brown & Co. are selling Disston's saws at less than he (Smith) can possibly sell at. Smith disbelieves the story, and asks Brown. Then it transpires that that retailer, trying to be smart, gets found out."

"How do you get on with the manufacturers?"

"The manufacturers find us their most useful, and most reliable distributors. We cover big distances here, and accordingly it is supremely important to save freightage by the wise assembly of goods. The jobber is holding his own. Yes! We are quite friendly with the manufacturers and can often co-operate in many directions with them. There is, for example, the burning question of department stores—a mighty ticklish point, I assure you; but a little discussion all round, the manufacturer, jobber and retailer, each presenting his case, puts matters on a workable basis."

"How do you get on with the retailers?"

"Far-sighted retailers welcome us; the retailer with a short nose, and who can't see further than its tip, is apt to jib. But, you see, we protect the retailer in many ways. There is an all round stability in prices. It is valuable to the retailer to know that he is not being unfairly cut out by some jobber favoring his competitor. Then again, we take care not to supply the consumer—a point to which the retailer very naturally and properly attaches great importance."

"In short, you are benefactors to the erring human race."

"We are at least pioneers of civilization. I want you to emphasize the great fact that our Association, above all, aims to induce good feeling and fraternity amongst its members. Dollars and dimes roll into our pockets as the result of our efforts; but they count for little compared with the splendid spirit of good comradeship which prevails. You must come to one of our dinners."

"Alas! I shall be on the Atlantic, what time you next banquet together; but you must come to England."

"I should very much like to."

"It would pay our merchants to invite you over, and put you up at Buckingham Palace, so that you might tell them how you manage your Association."

"You are very kind to say so; but I guess I'm pretty well occupied here."

Pretty well occupied! We should say so. A man who can dictate a letter, tot up a line of figures, smoke a cigar and look pretty, while talking such solid horse sense—and all inside of fifteen minutes—don't need a trip to Europe for the purpose of occupying his mind.

Endorsing Mr. Foot.

The attitude taken by James D. Foot, president of the Kearney & Foot Co., in his article on the relations that exist, and those that should exist, between the manufacturer and the jobber, in our special Hardware Jobbers' Number of April 10th, has been endorsed by a number of the jobbers who have placed themselves upon record in letters to him. We are permitted by the writer of one of these communications, B. F. Atkinson, president of the Atkinson Hardware Co., to reproduce his letter, which is a sample of the others received by Mr. Foot.

Mr. Atkinson says: "You will please pardon our intrusion upon your pre-occupied time to say that we have carefully read your article in the anniversary number of *Hardware* concerning the relation between manufacturer, jobber and retailer. In our judgment it is a fair, frank and honest statement of the case; your position well taken, and argument well presented, and we fully concur with you in your logical and irresistible conclusion, i. e., that the only satisfactory course to pursue is to be honest in selling the jobber only, or else throwing the jobber overboard and selling the retailer only, which we think is utterly impracticable for the large manufacturer making reliable goods."

The value of a reputation for sterling worth and integrity was never better exemplified than during the past week when the Iver Johnsons Arms & Cycle Works, of Fitchburg, Mass., brought out two new models of their "Honest Cycles," listing at $25 and $35. Hardly had it become known that such bicycles could be furnished, when orders commenced to come in, the purchasers not even seeing the samples, but relying on the company's reputation for putting out nothing but honest, reliable goods. Their confidence is very gratifying to the makers, who claim it is not misplaced, and who say: "The new models have the same general construction as the higher-priced ones; drop forged connections throughout, and are the finest ever offered at such prices, and valuable additions to their line of 'Honest Cycles at Honest Prices.'"

The most secret of all earthly things are the unwritten, unspoken thoughts in which one indulges. They are absolutely beyond one's control.—*Exchange.*

Digitized by Google

Southern Hardware Jobbers' Association.

As previously noted in our columns, the ninth annual convention of the Southern Hardware Jobbers' Association will be held at Atlantic City, N. J., June 14th, 15th and 16th, 1899. A general invitation is extended to the manufacturers who cater to the Hardware jobbing trade of the United States, and also to the Hardware jobbers themselves, whether they be located in the South or in other sections. On account of the many attractions at Atlantic City and the delight with which the gentler sex look forward to a visit to that inviting spot, the officers of the Association have taken special pains to induce the gentlemen attending the convention to bring their families with them, and it is very gratifying to know that a very large number of the ladies will accompany the delegates to the meeting.

We are requested to state that the manufacturers and outside jobbers who attend the convention are not expected to extend any courtesies or entertainment for the benefit of the members of the Southern Association, nor will the members of the Association go to any extra trouble or expense by reason of the manufacturers and others being in attendance at the meeting. All are invited to the convention solely for the purpose of promoting more intimate social relations and consequently a more friendly feeling. They will be cordially received by the members of the Association, and will be welcome to take part in the conferences and deliberations of all sessions excepting those which are of an executive character. The morning session of each day of the convention, as well as the afternoon session of the 16th, will be devoted to joint sessions of the jobbers, manufacturers and their representatives and such other visitors as may care to listen or take part in the proceedings. A number of timely and interesting subjects to the trade will be taken up for discussion and the meeting promises to be an unusually interesting one. We are advised by James J. Mandlebaum, president of the Association, that the indications point to a representative attendance from the membership, and also a very large attendance from the manufacturers and their representatives. As in previous years, a reception committee, composed of the manufacturers' Southern representatives, has been appointed, consisting of thirty-seven of the most prominent Southern traveling salesmen, all of whom will be present.

The Islesworth Hotel, at Atlantic City, has been selected for the headquarters of the convention, and special rates will be granted those in attendance at the meeting. The Railroad Passenger Associations have also given the Association reduced rates, upon a basis of one fare and a third for the round trip, termed the Certificate Plan reduction. To those who contemplate attending the convention, and who are not familiar with this arrangement, if they will call on their local ticket agent and make inquiries, same will be thoroughly explained. Or if they will address the secretary-treasurer, C. B. Carter, Little Rock, Ark., he will gladly furnish the desired information.

The following is the full official programme prepared for the forthcoming Meeting.

Wednesday, June 14th.

Meeting called to order by the president. Calling of roll. Address of welcome by the president.

Address of welcome to the manufacturers. Chas. H. Ireland, Greensboro, N. C.; Odell Hardware Co.

Response: W. R. Walkley, New York City; Peck, Stow & Wilcox Co.

Annual address of the president. Report of Reception Committee. Informal reception manufacturers, guests and jobbers.

AFTERNOON SESSION.—Executive.

Wednesday, June 14th.

Reading of minutes of 1898 Convention.
Report of secretary-treasurer.
Report of transportation committee.
Report of grievance committee.
Report of manufacturers' committee.
Report of membership committee.
Report of executive committee.
Appointment of special committees.
Communications.
Miscellaneous business.
Opening of question box.
General discussion.

MORNING SESSION.—Thursday, June 15th.

Joint session of jobbers, manufacturers and their representatives.

Addresses by manufacturers: "Our Export Trade." W. H. Matthai, Baltimore, Md.; National Stamping & Enameling Co.

Addresses by jobbers: "Hardware Expansion." Cliff E. Speer, Fort Smith, Ark.; Speer Hardware Co.

"Associations and their effects." T. W. Gathright, Birmingham, Ala.; May & Thomas Hardware Co.

Addresses by manufacturers' representatives: "The Medium." V. A. Moore, Atlanta, Ga.; V. A. Moore & Co.

Address by representative of National Hardware Association.

Impromptu addresses by representatives of other Hardware jobbing associations, guests and members.

AFTERNOON SESSION.—Thursday, June 15th.

Executive.

How shall we meet foreign competition and secure the trade of our legitimate territory?" W. L. Sanford, Sherman, Texas; Roberts, Sanford & Taylor Co.

Retrospection.
Prospection.
Opening of Question Box.
General Discussion.

MORNING SESSION.—Friday, June 16th.

Joint session of jobbers, manufacturers and their representatives.

Addresses by manufacturers:

"A General Talk." Geo. H. Barbour, Detroit, Mich.; Michigan Stove Co.

Addresses by jobbers:

"Equity as it Should Exist Between the Manufacturer and Jobber." R. C. Carson, Charlotte, N. C.; Charlotte Hardware Co.

"Are Trusts Necessary Under Existing Circumstances, and are They Detrimental to the Jobbers' Interests?" John Donnan, Richmond, Va.; W. S. Donnan & Co.

Addresses by manufacturers' representatives:

"Our Prosperous Country." C.T. Boynton. Chicago, Ill.; American Steel & Wire Co.

Introduction and addresses by representatives of the press:

"My Friend the Business Man." Jas. H. Kennedy; editor *Hardware*, New York.

"XXth Century Progress." Daniel Stern, president *American Artisan Press*, Chicago.

"The Development of the Southern Hardware Trade." W. H. Wilson; manager Tradesman Publishing Co., Chattanooga,

"The Trade Journal as a Developer of Closer Commercial relations between the Jobbers and Retailers.' W. S. Hemby; editor *Iron and Steel*, Chicago.

"The General Progress of the South." R. H. Edmonds, editor *Manufacturers' Record*, Baltimore.

"The Beneficial Results from Associations:" R. R. Williams, Hardware editor *Iron Age*, New York.

AFTERNOON SESSION.—Friday June 16th.

Joint session of the jobbers, manufacturers and their representatives.

Open discussion on the following questions suggested by the executive Committee:

1st. "How can the buyer do justice to himself and please all the traveling salesmen who come to sell him?"

2nd. "Can a manufacturer sell a jobber and retail merchant in the same territory and conserve both interests?"

3rd. "The difficulties in the way of maintaining uniform prices for the year 1899 and best methods to obviate them."

4th. "Should manufacturers of standard brands of goods sell their products to catalogue houses and department stores?"

5th. "If a traveling man cannot place his line in a city, has he the privilege to go to the consumer to sell his goods?"

EXECUTIVE SESSION.

Miscellaneous business.
Reports of special committees.
Election of officers.
Selection of place for next annual convention.
Adjournment.

Harris—"Walters has been looking pretty sad since his daughter got married, hasn't he?"

Correl—"Yes; you see, he had no sooner got his daughter off his hands than he found he would have to put her husband on his feet."—*Exchange.*

Digitized by Google

The Care of Files.

ARTICLE VIII.

A file to do its work fast and well should be kept free from its cuttings. If the metal is of a non-fibrous nature, as with cast iron or brass, the cuttings pack solid between the teeth, thus holding the teeth out of the work and preventing the file from biting freely. A sharp blow of the file's edge against the vise back after every few strokes will remove most of these cuttings; if, however, too many strokes are taken before cleaning, they lodge so finely that a file brush as shown in Fig. 26, must be used to remove them. These brushes are usually made of fine wire mounted in leather, and tacked to a light wooden back. A stiff bristle brush serves this purpose well, and for very fine-cut files is preferable to the wire.

In filing steel and wrought iron, the character of the material reduces the disposition of the cuttings to pack between the teeth; but, under most conditions, a more serious trouble, that of "pinning" occurs. Cuttings "pin" when they lodge so finely that they cannot be removed with the brush. Unlike the particles of cast iron, which crowd down below the cutting edges of the teeth, and do not injure the work, but simply retard the cutting of the tool; the pin usually stands well above the teeth and scores the work surface at every stroke. The "pin" can usually be removed by drawing the wire file brush firmly across the surface; those that resist this treatment being removed by the scorer. The scorer is simply a piece of soft wire flattened thin at the point, and carried broadside, rather than edgewise across the file surface. After a few



FIG. 26.

strokes it becomes serrated and constitutes a short tooth comb, which picks out the pins quite easily.

Pinning may be somewhat reduced by chalking the surface of the file, which has also the effect of reducing its bite. A little oil on the file will frequently reduce the tendency to pin. It should be used, however, only on the fibrous metals, as it glazes the surface of the non-fibrous metals, making them harder to cut.

Chalk is usually applied to a file when a smooth, fine work surface is desired. The effect of the chalk is to prevent the teeth from cutting as freely as when it is not used, and thereby produces about the same result as would occur if a finer cut file had been used. It becomes necessary to rechalk the file after each cleaning, an operation requiring some time, and which can, by using the fine file, usually be avoided.

When oil has been used on a file it can readily be removed by thoroughly chalking and brushing two or three times, as the chalk soaks up the oil and leaves a dry surface.

In fine filing operations, where it is quite important to know the exact spot on the work surface where the file is cutting, the surface can be dimmed after every few strokes by passing the palm of the hand over it. The dry, soiled hand will deaden the surface enough to clearly show where the file cuts on its next few strokes, and will in no way injure the cutting of the tool.

Files are frequently injured by improper care while not in use. When boxed at the factory they are brushed over with oil and wrapped in oiled paper, which prevents them from rusting. When this oil has disappeared they will, if exposed to moisture, rust readily. As there is a large exposed tooth surface the deterioration due to rust is rapid.

Files should never be thrown together in a drawer, or even allowed to come in contact with each other, or with other tools, as the delicate edges of the teeth are most easily broken down, and the value of the file seriously impaired. They should be kept in a drawer, separated from each other by low partitions, and arranged according to length, section, cut and condition, thus facilitating the selection of any desired file.

Any form of file rack, in which the file hangs from its handle, is satisfactory. The tendency is for files to accumulate, a large number that are nearly worn out littering up the file drawer or rack, injuring the good ones and doubling the time required in selecting a file for any piece of work.

A number of these partially worn files are quite necessary in the file drawer of the mechanic who is engaged on work of a general character, as he will very carefully avoid putting the new or better ones on the hard scale of castings or forgings.

The machinist should at all times exercise good judgment in the selection of the proper file for any piece of work, as he cannot otherwise expect to get economical results from the files he uses. Except in cases where his work is all of one character, he will experience little difficulty in so selecting that he will always be able to use his partially worn files to good advantage on much of his work, thus saving the new ones for the best work.

The broad surfaces of cast metals require the sharpness of the new file to properly cut them, while the narrow surfaces are readily cut by the somewhat dulled teeth of the file that has seen a moderate amount of service. Steel and wrought work will reduce the file to a condition where its further use is uneconomical except as it may serve to protect the better ones by being used for cutting thin, hard materials and removing fins and scale from castings and forgings.

Thin castings, and especially the fins on them, are quite apt to be chilled, making them harder than the file, a condition not conducive to the health of that tool. The sand must be thoroughly removed from castings before applying even the poorest file, as otherwise the grindstone action will soon render the file absolutely useless.

The sand can be largely removed by brushing, but the scale only by a chemical treatment which softens rather than removes it. This process, commonly known as pickling, consists in the washing or soaking of the castings in a blue vitriol solution, or dilute sulphuric acid. The length of time the casting should remain in contact with the pickling solution depends on the strength of the solution and the degree of softness required. They should be thoroughly washed off with water when taken from the bath and after drying the scale can be brushed with a wire scratch-brush or rattled off.

The above article on the care of files forms the concluding part of the "Practical File Talks," which have been for some time in preparation by the Arcade File Works, No. 97 Chambers Street, New York. This series of articles will now form a volume of great utility to all file users and sellers throughout the country. Those who have not already sent their names for a copy to be mailed to them when the book is published, are advised to do so at once, as it will be forwarded without expense if requested at this time.

In associated effort there is power. The results that seem impossible of realization by individual effort frequently blossom into fruition under the rays of concentrated energy. High ideals as objects to be struggled for are essential to future greatness. The highest ideals inspire improvement by the influence of their perfections. Therefore, organizations should be sustained. They should be endowed with worthy ideals and through them there should be exerted a continuous and mighty effort for the realization of their mission.—*F. R. Boocock.*

Digitized by Google

At the Paris Exposition.

We have received from M. H. Hulbert, director of the department of varied industries to the Paris Exposition of 1900, information as to the programme he intends to follow, of having the manufacturers of watches and clocks, cutlery and fine leather goods combine in three large union exhibits. The Hardware articles included in these industries, as classified by the French authorities, are as follows:

1. Special equipment for the manufacture of cutlery, particularly for grinding and polishing.

2. Table cutlery; pocket knives; knives with fixed blades; cutlery for gardeners, for vine culture and for various trades; scissors and work box accessories; razors of all kinds; fine Hardware in polished steel; small silversmith's ware.

The three spaces allotted to the watches and clocks, cutlery and fine leather goods respectively, will be chiefly devoted to an exhibit of the manufactured articles, but all small devices and processes which can be operated without detracting from the dignity and value of the exhibit, will be placed in the same space. The manufacturers of heavy machinery, which uses oil or produces waste, will receive individual spaces nearby. Machines and processes shown in active operation are always of interest to the public, and will enhance the advertising value of the exhibit.

This suggests what Mr. Hulbert says is the primary object of the collective exhibits, viz.: to make one exhibit of the watch and clock industry, one of the cutlery trade and one of fine leather goods, each so instructive and attractive that the public will be impressed with the high perfection of the business here, and superiority over corresponding industries of the other exhibiting nations. Visiting Americans will also have cause to feel proud of the industries of the country.

Mr. Hulbert intends by using the services of able experts carefully to select from contributing articles and improved machinery and to combine them into the three exhibits. Though many of the manufacturers make a full line of their class of goods, they usually have some one thing which they make a specialty, and it will be the best of this specialty that will be selected as far as possible. Each section being thus represented by the manufacturer which excels in that particular article, the exhibits will be made up of the best from the best, and as a whole will cover a full line of all the branches of the industry. He says: "The expense to each exhibitor in this collective exhibit will be comparatively small, and the benefit to the trades should be large. It is therefore hoped that the manufacturers will co-operate in the undertaking. Those who desire to do so should address their applications to the Hon. Ferdinand W. Peck, Commissioner-General, Auditorium building, Chicago, naming the articles they wish to enter, and the amount of wall or floor space required. Information will then be sent to them at an early date what the expense to them would be and other details. They can make a binding application on the regular blanks of the commission."

An Englishman on American Exports.

The fact that the United States has overtaken and passed the United Kingdom as an export country and is now leading the world as a distributor of manufactures and natural products, is discussed at considerable length in an elaborate paper by Sir Robert Giffen, recently read before the Royal Statistical Society of England, and just received by the treasury bureau of statistics. The paper in question, entitled "The Excess of Imports," occupies 70 closely printed pages of the Journal of the Royal Statistical Society, and while it primarily discusses the excess of British imports over exports, incidentally gives much attention to the rapid increase in exports of the United States. Discussing this special subject, the paper says:

"There are obvious reasons why the United States should have an excess of exports. In the first place the United States has to pay in its exports for the share of the carriage of goods in its foreign trade which is performed by foreign ships. This is a very large figure. In recent years the proportion of the imports and exports of the United States carried in foreign ships has ranged between seventy-five and eighty per cent., so that the United States is a country which has to pay other nations for the carriage of its goods in the foreign trade. It may be mentioned by the way that the foreign country which does the carrying trade for the United States is mainly the United Kingdom, and in this difference between the two countries accordingly we have, *pro tanto*, an explanation of the excess of imports in the case of the United Kingdom, and of the excess of exports in the case of the United States. Next, the United States is a country which owes money in various ways to foreign nations. There is an annual stream of American visitors to Europe, and there is an American colony permanently residing in Europe whose expenses have to be paid for. More important still, a great deal of capital has been invested in the United States by Europeans—by English people, by Dutch people and Belgians, as well as by French and Germans, not to speak of minor nationalities in Europe. The interest on this debt has of course to be paid in exports, unless to the extent that in any given period re-investments are made in the United States. In these various ways then an excess of exports from the United States can be accounted for, and it may be questioned whether in recent years, when the excess of exports was so large, any great withdrawal of capital from the United States was in progress."

Discussing the changes in the export trade of the United Kingdom, Mr. Giffen's paper says: "One cannot but be struck by the incessant changes that are going on in the nature of our foreign trade. It is one thing at one period, another thing at another period, and a few years suffice to make a great transformation. Probably this has always been the rule. At one time in the history of our foreign trade the export of raw wool, to use a common phrase, was king: at a later, the export of woolen manufactures; at a later still, the export of cotton manufactures; and last of all, about twenty or thirty years ago, the export of iron and iron manufactures. What we see in the recent history is that other things than those mentioned have lately been developing the most rapidly. Coal and other articles have been exported more largely than ever before, and they occupy a larger proportionate place in our export lists. Some entirely new articles, such as cycles, appear in these lists for the first time. At the same time our shipping fleet, whose work, as we have seen, is an export in a special form, has developed prodigiously. Coal and shipping together, we may say, now occupy a chief place such as was formerly held by wool, then by woolen manufactures, and then by iron and iron manufactures."

Merchant & Co., Philadelphia, say: "We have recently prepared and are sending out three treatises on Tin Roofing, well worthy of consideration by architects, engineers and everyone interested in this material. The first thoroughly explains 'How Roofing Tin is Made.' The second tells 'How a Tin Roof Should be Laid and Painted.' The third shows in detail the difference of our method of manufacturing plates from the old Welch method, and the reasons for claiming superiority for our method. These pamphlets will be sent to anyone sufficiently interested in the matter to address a request on a postal card to us at any of our offices. Merchant & Co., Incorporated, New York, Chicago, Philadelphia, Brooklyn."

Digitized by Google

Wright's Trade Directory and Gazetteer.

George Wright, No. 121 Fulton Street, New York, has just issued the fifth edition of Wright's Australia, India, China and Japan Trade Directory and Gazetteer; this directory includes as well Canada, South and Central America, West Indies and South Africa. It gives a complete classified list of trades and professions throughout these countries, and has been thoroughly revised with the assistance of the postmasters of the different localities and is fully up to date. This work is claimed to have become a necessity and a standard book of reference in all countries of which it treats, and the only book of its kind before the public. It gives the trades, professions, population and



resources, and contains just the information that is required by business firms in all countries.

This directory not only gives a complete list of all trades and professions in the various countries which it contains, but serves as a gazetteer of each country, city, town and village, and is invaluable to merchants and manufacturers who are seeking an opportunity to extend their trade. This being the only book that has the trades classified under each town, it will be found to have a great advantage even over local directories, as one can locate the trades you require at once in each city or town. It is offered to the trade at ten dollars a copy.

Recent Trade Publications.

We have received from White Bros., No. 1347 Fulton Street, Chicago, a circular descriptive of their White Bros. Improved Stove Pipe Collars.

J. M. Litchfield, No. 458 Quincy Street, Brooklyn, N.Y., has issued a little catalogue of his Acme Ovens for gas, gasoline and oil stoves. It is tastefully arranged, and full of information.

B. Avery & Sons, Louisville, Ky., have sent us a neat little card bearing upon it a miniature sample of Avery's patent "U" Steel Tire, which they declare "will not bend; cannot break." It is made in all sizes for plows and wagons.

We have received from the Boston Belting Co., Boston, a little publication entitled, "Here It Is," in which they describe Forsyth's Hollow Piston Packing and the Forsyth Combination Packing. The good points of these articles are set forth in an attractive manner.

The Ferracute Machine Co., Bridgeton, N. J., have issued a new catalogue, 12, which supersedes all previous catalogues. The company are very extensive manufacturers of foot and power presses and all kinds of sheet-metal tools, and the catalogue illustrates and describes over three hundred sizes and kinds of presses, and is gotten up in good form and is exceedingly useful.

North Bros. Mfg. Co., Philadelphia, have issued an attractive little booklet in red and green, entitled "The Yankee Tool Book." In this little publication they illustrate and describe their "Yankee" ratchet screw driver, "Yankee" spiral ratchet screw driver, their "Yankee" automatic drill and their drill points. The little book is a complete compendium on these three articles so well known to the Hardware trade.

"Parry Buggies" is the title that stands out prominently on the front cover of one of the handsomest and most attractive trade publications that has come to hand this season. It is published by the Parry Mfg. Co., Indianapolis, Ind., who are known the world over as makers of high-grade buggies. It is printed upon heavy paper, with covers and type in colors, and contains a large number of full page illustrations. Some of the departments which it contains are described under these headings: Buggies, carts, extras, park wagons, phætons, road wagons, spring wagons and surreys. A full page illustration of their extensive plant at Indianapolis is also presented.

"Tools to Work With." This new catalogue is described as "A book describing some things which help to make life easier for the retailer." It consists of thirty-two pages, describing some of the best things in store fixtures under the head of "Tools." Part II. is devoted to advertising novelties; Part III. to books in which retailers might be interested; Part IV. relates to the information bureau. The catalogue is well gotten up, nicely illustrated and seems well designed to interest the retailer. It is more especially intended for grocers and general merchants, and to them it will appeal with special force. It is very nicely printed by the Electric Press of this city. Sent to any address by E. N. & F. J. Root, No. 143 Chambers Street, New York City.

The Ericsson Telephone Co., manufacturers and importers of telephones, switch boards and telephone supplies, who have been located at No. 20 Warren Street, have removed to No. 296 Broadway, New York. The officers of this company are Landon P. Smith, president, and John F. Hemenway, secretary and treasurer, who are members of the Smith & Hemenway Co., located at the same number. The Ericsson Telephone Co. have issued an attractive little catalogue preliminary to a larger catalogue which will follow at a later time, in which the line of goods manufactured by them is fully shown in illustration and description. The Ericsson telephone, with all the needed equipments and accessories, is set forth in unusual detail, with prices, sizes, etc. This catalogue will be sent to those who are interested in using or handling this line of goods.

The Erie Specialty Co., Erie, Pa., have issued their catalogue for 1899, and a handsome specimen it is of the compiler's and printer's art. They announce that owing to the constant change and additions to their goods they have adopted this plan of an annual publication. It shows their full line in illustrations and descriptions, covering their cork pullers, cork screws, soda spoons, lemon squeezers, candy hammers, shakers, ice shaves, ice crushers, ice picks, toilet paper holders, tobacco cutters, cigar cutters, cigar lighters, etc. In a note of introduction the company say: "Our former policy that has made our firm and goods so well known in every part of the globe will be strictly adhered to, viz.: The very best goods that skilled workmen and modern machinery can produce, the courteous treatment of every patron, however small the order, and perfect satisfaction guaranteed with the goods we furnish, we manufacture no seconds or job lots; every article being made as good as it is possible to make it."

The United States consul at Yokohama makes a report to the government in which he states that of the 320,000 kegs of nails exported annually, nine-tenths came from the United States and the remainder from Germany. A local factory established in 1897, now turns out about 32,000 kegs annually, and the product is not much inferior to the imported product. The local management is handicapped by the fact that a Japanese mechanic can only do about one-third the work done by an American, and in strength one American can lift the same quantity that requires two Japanese.

Digitized by Google

HARDWARE TOPICS BY THE WAY.

A Cleveland salesman sends in the following report from Kansas: "The outlook is the very best throughout Kansas, especially the wheat-growing and cattle raising districts. There is nothing left of populistic pessimism, and the last of Coxey's army recruits has either gone to work or war. The bankrupt land-owner and mortgage ridden tenantry have been superseded by the jolly, dollar-jingling agriculturist who is willing to buy everything in sight that would improve his lot, and can pay on demand. There has been more modern farm machinery, farm tools and other agricultural Hardware dumped into Kansas during a twelvemonth than during the old boom times, and no one seems afraid of his money."

There is a place in a Southern "drytown" bearing the sign, "Red Paint For Sale." Investigations proved it to be a pseudo liquor store. The little kegs, instead of being filled with white lead and such, contained liquor.

The automobile will add new laurels to Cleveland's industrial history, with the Winton invention as the avant courier. There is no doubt of the horseless vehicle deplacing at least 25 per cent. of business vehicles now in use, especially in delivery and truck service, within two years. The primary cost of introducing the automobile is the chief drawback now since its practical success has been attested. For pleasure purposes, ruling prices make it accessible to the wealthy only. Evolution will remove this drawback, and it will come fast, if we may take cycle history as a criterion. Indeed, the entire Hardware trade is now interested in the future of the automobile.

A Western dealer fills his advertising space with the following: "The anti-spitting ordinance will soon go into effect. You will have to carry your own spittoon around with you. Street cars will probably be supplied with racks, to be used for private spittoons, probably patterned after the barber shop mug racks. We are considering putting in a line of monogram spittoons, and invite your suggestion. Our clerks who are not busy chasing flies and dust, will gladly serve as advisory committee."

Every day we meet from one to several salesmen who have lost their usefulness through the economical regime of some trust. Young men whose brightest ambitions have been crushed and men who have grown gray in the harness. The latter are objects of our commiseration, for their chances of rehabilitation in the commercial world have grown very slim. Every employer wants young blood; the old trabants are cast ruthlessly aside. Men of the grip, be provident! Look out for the rainy days which are always seasonable in this trust era. Verily the travelers' associations are now fulfilling a divine mission. They are the good Samaritans of the discarded traveler.

The iron market is still soaring, and its associate, the Hardware market, soars with it. It's become too light as a drag. Activity, everlasting business, night and day hustle, is the true aspect now. No one seems to borrow trouble. Politics is of no consideration, though we are on the eve of another presidential year. If there is anything to disturb the equanimity of the trade at all, it's the report of some new trust appearing on the horizon. But trusts are to be dealt with in the future. We are doing well enough at present by ignoring them.

The foundry men organize everywhere. The Hardwaremen are organized, and regard their followers with complacent interest.

Trust or no trust, the Hardware jobber is a commercial fixture than which there is no equitable substitute. The combines that have tried to do business without the jobber have come to the conclusion that it cannot be done with unvariable success. They might establish their own distributing agencies and resort to all manner of uncommercial methods, but the Hardware jobber continues as the popular medium. The trust that undertakes to humiliate the jobber in order to render him subservient to its interests, will sooner or later fall of its own pride. The trust has no better friend than the jobber. To cultivate this friendship is the policy of the trust that desires to live.

In 1897 the production of iron and steel nails was 8,997,245 kegs of 100 pounds each. Last year it was only 7,418,475 kegs. This is a simple trust lesson. It will be still more frappant in the years to come.

The bicycle stand has become a great desideratum, and the demand is now regular. Evolutions in this device have been fast and furious, and the rivalry in its manufacture is almost as keen as in cycle manufacture itself. The latest approved model is a stand provided with a space for an advertising card. Among these, the device of the City Forge & Iron Works, of Dayton, O. takes a very creditable place. it seems, to judge from its wide distribution.

The trade in lawn mowers, garden hose and accessory lines has been very active this season, the volume booked thus far exceeding any previous record. It may be added, that Hardwaremen have done very little advertising, and bargain features are almost exclusively confined to the department stores.

Formerly it was, "Trade is too dull to advertise." Now it is, "We are too busy to advertise." Which of the two statements is the more reprehensible? The professional advertiser would probably say, "Both are ridiculous." One of Wanamaker's precepts fits this case admirably: "When business is dull, you must advertise; when business is good, you should advertise. You can never do enough business, nor should you ever miss an opportunity to do business. If opportunities are scarce, you can create more by advertising."

Said a trust president: "We invite newspaper attacks. They advertise us. Since the newspaper and trade press have made us a popular topic, we have been able to cut off $100,000 worth of advertising contracts without reducing our sphere of publicity. Why, this contingency of getting free advertising was a primary consideration in forming our trust."

From an ad: "We have no bonus stoves. We never give anything away, if we can help it, and never undersell anything, for we are in the business for profit only. But we need the space occupied by outseasoned stoves for refrigerators. We therefore make you this proposition: Help us to get rid of our refrigerators, and the stoves can stay where they are; or, anticipating the stove season, and the refrigerators will soon have room. We can't cut prices on the stoves, but we shall furnish every buyer with a ton of adaptable fuel free of charge. See the inducement? If you buy our refrigerators, we won't even furnish you with a pound of ice."

There is a Hardware store in a Colorado town painted in the colors of the rainbow, Joseph's coat and the Highland costume. It's a typical "Colorado" store. Over the door hangs the sign, "Don't push up against us. Our paint sticks. Just walk right in. We always have your color and tattoo. The man whom we can't please in colors would come out of the Colorado river as clean as castile soaped."

Cleveland, O., June, 1899. JOHN B. RINDFLEISCH.

Digitized by Google

Revised List of Files and Rasps.

Herewith will be found the complete new price list of files and rasps recently adopted by the file manufacturers of the United States. This new list, while adjusting some irregularities in prices previously established, shows an average advance over previous prices of over fifteen per cent. The increasing cost of material, and the necessity for carrying large stocks of the same, have made it necessary to make advances which have not previously formed a feature of the file market. The trade should act in this matter with a confidence in the maintenance of the new price list, and not throw away the positive advantages which changes in price on so extensive a line should invariably bring to the stock on hand.

Frank D. Carr & Co., general Hardware, Farmington, Iowa: "Cannot do without *Hardware.*"

FILE MANUFACTURERS ASSOCIATION OF THE UNITED STATES — SEAL

PRICE LIST OF FILES AND RASPS

ADOPTED BY THE

File Manufacturers Association of the United States,

AS THEIR SELLING LIST PER DOZEN,

To take effect on and after June 1st, 1899.

INCH.	MILL AND ROUND.			FLAT.			INCH.	SQUARE.			HAND AND PILLAR.			INCH.	HLF. RD. & THREE SQ.			WARDING.		
	Bastard	2d Cut	Smooth	Bastard	2d Cut	Smooth		Bastard	2d Cut	Smooth	Bastard	2d Cut	Smooth		Bastard	2d Cut	Smooth	Bastard	2d Cut	Smooth
4	2.60	3.00	3.40	3.20	3.70	4.10	4	3.30	4.00	4.30	3.20	3.70	4.20	4	4.20	4.90	5.30	3.50	4.20	4.70
5	2.80	3.30	3.60	3.40	4.00	4.30	5	3.60	4.20	4.60	3.40	4.10	4.60	5	4.70	5.30	5.60	3.90	4.60	5.00
6	3.00	3.50	3.90	3.70	4.20	4.60	6	4.00	4.40	4.80	3.70	4.40	4.90	6	5.30	5.80	6.20	4.30	5.10	5.60
7	3.40	4.00	4.30	4.20	4.80	5.30	7	4.40	5.00	5.50	4.30	5.00	5.50	7	6.10	6.70	7.10	5.10	6.00	6.50
8	3.70	4.30	4.70	4.60	5.30	5.70	8	4.80	5.50	6.10	4.70	5.50	5.80	8	6.50	7.20	7.70	5.60	6.50	7.10
9	4.30	5.00	5.50	5.50	6.30	6.90	9	5.70	6.70	7.20	5.80	6.80	7.20	9	7.40	8.20	8.60	6.80	7.80	8.60
10	4.90	5.60	6.10	6.10	7.00	7.60	10	6.40	7.40	7.90	6.50	7.60	8.20	10	7.90	8.80	9.30	7.60	8.80	9.60
11	5.80	6.80	7.40	7.50	8.50	9.30	11	7.90	9.00	9.80	8.20	9.50	10.30	11	9.30	10.30	11.00	9.50	11.00	11.90
12	6.50	7.50	8.20	8.40	9.60	10.50	12	8.90	10.00	11.10	9.30	10.70	11.70	12	10.30	11.30	12.10	10.70	12.40	13.40
13	8.20	9.30	10.20	10.30	11.80	12.80	13	10.90	12.40	13.40	11.60	13.20	14.10	13	12.30	13.40	14.40	13.20	15.10	16.30
14	9.30	10.60	11.40	11.60	13.30	14.50	14	12.10	14.00	15.20	13.00	14.80	15.80	14	13.50	14.80	15.90	14.80	16.90	18.30
15	11.40	13.00	14.00	13.90	15.90	17.40	15	14.70	16.70	18.20	15.60	17.90	18.90	15	16.10	17.70	18.90			
16	12.80	14.60	15.60	15.50	17.50	19.40	16	16.30	18.40	20.30	17.50	19.80	21.00	16	17.90	19.60	21.00	Stavesaw.		
17	15.80	17.60	18.90	18.70	21.00	23.00	17	19.60	22.10	23.90	21.00	23.60	24.90	17	21.50	23.50	25.10	8 inch,		$8.20
18	17.60	19.70	21.10	20.80	23.30	25.40	18	21.80	24.50	26.40	23.30	26.00	27.40	18	23.90	26.00	27.80			
19	21.40	23.90	25.60	24.70	27.50	30.10	19	25.80	28.90	31.00	27.70	30.80	32.70	19	28.50	31.00	33.10	Stavesaw Improved.		
20	23.80	26.70	28.60	27.40	30.70	33.30	20	28.50	31.90	34.20	30.50	34.10	36.20	20	31.50	34.30	36.80	6 inch,		$5.60
																		7 "		6.40
Mill Blunt, Dbl. Cut, adv. 2 in.				*Cant (Blunt) Dbl. Cut*			*Square Blunt,* advance 1 in.				*Slotting (Blt.)* adv. 2 in.			*Ginsaw,* take Bastard price.				8 "		7.00
Mill Dbl. Cut, " 1 "				advance 2 in.							*Cotter Blunt or Taper*			*Crossing,* . . . adv. 2 in.				9 "		8.40
Mill Narrow Point, " 1 "											advance 2 in.			*Tumbler,* . . . " 2 "				10 "		9.30
														Feather Edge (Blunt) " 2 "				12 "		13.40
														High Back { . . . " 2 "						
														Half Round {						

INCH.	MILL. ONE ROUND EDGE.			MILL. TWO ROUND EDGES.			INCH.	TAPERS.		SLIM TAPERS.		BANDSAW. BLUNT & TAPER.		INCH.	PIT SAW.	CANT SAW.	CROSS CUT.	HOOK TOOTH.	Planer Knife.	Insertd Tooth, or Chisel Tooth
	Bastard	2d Cut	Smooth	Bastard	2d Cut	Smooth		Single Cut	Double Cut	Single Cut	Double Cut	Regul'r	Slim		Single Cut	Single Cut	Single Cut	Single Cut	Single Cut	
4	2.90	3.40	3.90	3.30	3.90	4.20	3	1.80	2.20	1.80	2.20	2.20	2.20	4	4.20	3.70	4.20	.....	.....	.....
5	3.20	3.70	4.10	3.50	4.10	4.60	3½	1.80	2.20	1.80	2.20	2.20	2.20	5	4.70	4.10	4.70	.....	.....	.....
6	3.40	4.00	4.30	3.90	4.40	4.80	4	1.90	2.50	1.90	2.30	2.50	2.30	6	5.30	4.70	5.30	5.80	.....	.....
7	3.90	4.60	4.90	4.30	5.00	5.40	4½	2.10	2.70	2.00	2.60	2.70	2.60	7	6.10	5.30	6.10	6.70	.....	.....
8	4.20	4.90	5.30	4.70	5.40	5.80	5	2.30	3.00	2.20	2.80	3.00	2.80	8	6.50	5.60	6.50	7.20	5.60	7.20
9	5.00	5.70	6.20	5.60	6.30	6.90	5½	2.60	3.50	2.50	3.00	3.50	3.00	9	7.40	6.80	7.40	8.20	.....	8.20
10	5.50	6.30	6.90	6.20	7.00	7.60	6	2.90	4.10	2.70	3.40	4.10	3.40	10	7.90	7.60	7.90	8.80	7.50	8.80
11	6.70	7.60	8.30	7.40	8.50	9.20	7	3.70	4.90	3.30	3.90	4.90	3.90	11	9.30	9.00	9.30	10.30	.....	.....
12	7.40	8.40	9.20	8.20	9.30	10.30	8	4.70	5.80	3.90	4.60	5.80	4.60	12	10.30	9.90	10.30	11.30	10.50	.....
13	9.20	10.50	11.40	10.30	11.70	12.70	9	5.70	7.00	4.70	5.50	7.00	5.50							
14	10.50	11.90	12.80	11.70	13.30	14.40	10	7.00	8.40	5.60	6.50	8.40	6.50							
15	12.80	14.60	15.80	14.40	16.20	17.50	11	9.30	10.50	7.20	7.90	10.50	7.90							
16	14.50	16.50	17.60	16.10	18.20	19.60	12	10.90	12.80	8.30	9.60	12.80	9.60							
17	17.70	19.80	21.20	19.70	22.10	23.70	13	13.80	15.20	10.50	11.40	15.20	11.40							
18	19.80	22.20	23.80	22.10	24.60	26.40	14	15.80	17.90	12.00	13.40	17.90	13.40							

Climax, adv. 2 in. on Hlf. Rd. Bastard.
Round Gulleting, take Pitsaw price.

DOUBLE-ENDED TAPER.

6	7	8	9	10
3.00	3.00	3.40	3.80	4.30

INCH.	HORSE RASPS.			FILE RASPS.		INCH.	WOOD FILES.			WOOD RASPS.			INCH.	SHOE RASPS.			INCH.	KNIFE.		
	Plain	Beveled & ¾ Rasp	Tanged	Flat	Hf. Rnd		Flat	Hf. Rnd	Cabinet	Flat	Hf. Rnd	Cabinet		Flat	Hf. Rnd	Oval		Bastard	2d Cut	Smooth
6	.....	.....	.....	6.40	7.00	6	3.70	5.30	7.00	6.40	7.00	8.80	6	7.00	7.00	8.10	4	4.70	5.30	5.60
7	.....	.....	.....	7.50	8.10	7	4.20	6.10	8.10	7.50	8.10	10.20	7	8.10	8.10	8.80	5	5.30	5.80	6.20
8	.....	.....	.....	8.20	8.80	8	4.60	6.50	8.80	8.20	8.80	11.10	8	8.80	8.80	10.60	6	6.00	6.50	6.90
9	.....	.....	.....	9.90	10.60	9	5.50	7.40	10.60	9.90	10.60	13.50	9	10.60	10.60	11.90	7	6.80	7.40	7.70
10	8.20	9.30	11.10	11.10	11.90	10	6.10	7.90	11.90	11.10	11.90	15.20	10	11.90	11.90	14.60	8	7.40	7.90	8.30
11	9.90	11.20	13.20	13.50	14.60	11	7.50	9.30	14.60	13.50	14.60	18.00	11	14.60	14.60	16.30	9	8.20	9.20	9.80
12	11.10	12.50	14.60	15.20	16.30	12	8.40	10.30	16.30	15.20	16.30	19.80	12	16.30	16.30	19.50	10	8.80	10.00	10.70
13	13.20	14.80	17.00	18.20	19.50	13	10.30	12.30	19.50	18.20	19.50	23.30	13	19.50	19.50	.....	11	10.60	11.90	12.70
14	15.50	17.50	20.10	20.20	21.60	14	11.60	13.50	21.60	20.20	21.60	25.70	14	21.60	21.60	.....	12	11.90	13.20	14.00
15	18.20	20.50	23.70	24.20	25.80	15	13.90	16.10	25.80	24.20	25.80	29.50					13	14.20	15.60	16.70
16	21.20	23.90	28.00	26.80	28.60	16	15.50	17.90	28.60	26.80	28.60	32.10					14	15.80	17.30	18.40
17	25.10	27.40	.....	31.50	33.80	17	18.70	21.50	33.80	31.50	33.80	36.90								
18	28.60	31.50	.....	35.60	37.90	18	20.80	23.90	37.90	35.60	37.90	40.80								

LAST MAKERS' RASPS.
One inch adv. on Cabinet Rasp.

Sizes below 4 inches, not extended, take 4 inch price.
Half Inches not specified, take next higher full inch price.
Dead Smooth, double the price of Bastard Cut.
One Round Edge, advance 12½ per cent.
All lengths above those listed, advance 20 per cent. on next lower inch price.
Cuts not specified, made upon regular blanks, advance one inch on respective kinds and nearest cut.

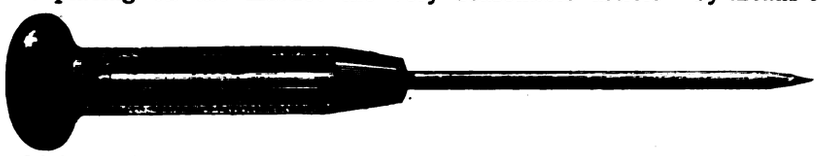
Blunt Files not specified, advance one inch on respective kinds and cuts.
Single or Float Cut not specified, on regular shapes take Double Cut price.
Equalings (Bellied), advance two inches on respective kinds and cuts.
Two Round Edges, advance 25 per cent.
Files varying from standard sizes, subject to special prices.

Digitized by Google

NEW GOODS AND SPECIALTIES.

White Mountain Ice Pick.

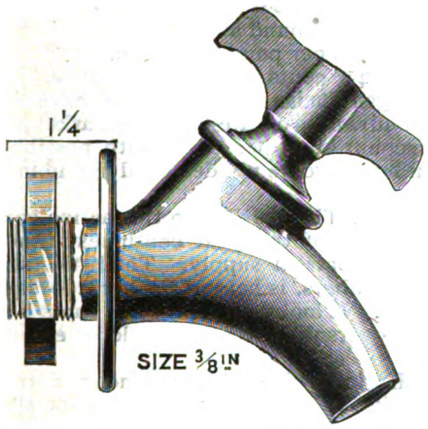
The Nashua Iron & Brass Foundry Co., Nashua, N. H., Allerton-Clarke Co., No. 79 Reade Street, New York, agents, are placing on the market the very seasonable article



which we illustrate herewith. It is marketed under the name of the White Mountain Ice Pick, having a fine steel pick, with a hammer head of malleable iron to give the necessary impact to crack the ice properly. It operates without springs, the head running freely on the steel wire forming the pick. The whole article being handsomely nickel plated, makes it a rustless, unbreakable, handy tool that should be welcomed in every household.

The Game Cooler Faucet.

The popularity of the Game can faucet has led to its being adopted for water coolers and filters. The new faucet, which is made by J. M. Litchfield, No. 458 Quincy Street, Brooklyn, N. Y., is shown herewith. It has been adapted for the new purpose by lengthening the shank so that it is



now 1¼ inches long, with a long thread and a hexagonal nut. Already the new faucet has been quite extensively used for filters. A new nickel polish finish has been adopted for the Game faucets that is well suited to water coolers. They are of the ⅜-inch size, and well made in every particular, so that they work smoothly and are capable of long service without leaking. Another attractive feature is the low price at which they are sold.

Patent Clothes Line Reel.

The patent clothes line reel here shown is manufactured by the Burr-Fesler Co., Batavia, Ill. In Fig. 1 it is shown

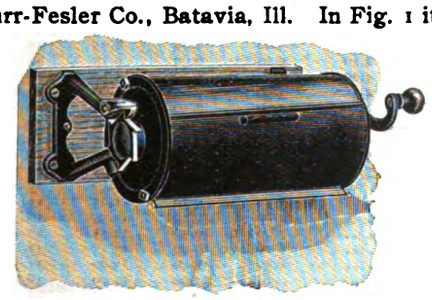


FIG. 1.

closed; and when opened, in Fig 2. In description of the same, the manufacturers call attention to the fact that drum is made of galvanized iron, the castings are non-rustable, the board is of hardwood, and the whole affair is thoroughly and artistically japanned. The manufacturers further say: "The Reel is simple, strong and durable. It is fastened to any substantial support (building, post or tree) by means of accompanying screws for the purpose. Open

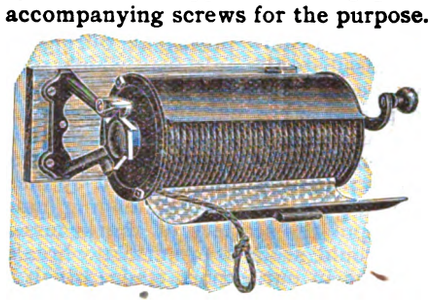


FIG. 2.

the door, draw out the line to the hitching point and then by means of the crank draw to the desired tension. When you wish to take down your line, lift the catch on left side of reel and wind the line into the case, shut the door and it will then revolve sufficiently to bring the door to the lower side of the case, making a perfect protection from all kinds of weather. It will save work, worry, wear and tear, and always keep your clothes line dry and clean. Since patent clothes dryers, patent clothes horses and their like have had their day, the old reliable clothes line again predominates, with its necessary evils, such as putting up and taking down each week; frequent washing, or have the clothes all streaked with dirt, and if by accident or neglect it gets wet while attached to its fastenings then the inevitable shrinking and breaking to say nothing of the rotting of the line. To woman in particular this reel will be a great benefit, it will save her worry and work, she will always know where her line is, and that it is clean, and will be able to put up and stretch her line without waiting for the men folks." Agents wanted in every county.

Death of John G Lane.

John G. Lane, a member of the Lane Bros. Co., Poughkeepsie, N. Y., died at his home in Philadelphia, some days since, after several weeks of illness, which had been preceded by poor health for the last two or three years. The firm of Lane Brothers came into existence in 1866, although John G. Lane had been engaged in the conducting of that business for some years prior to that time. The business was first located at Swift Mills, but was removed to Poughkeepsie in 1882, in order to take advantage of improved transportation facilities. The company are known the world over as manufacturers of barn and parlor door hangers, and of other articles in connection with the Hardware trade. Mr. Lane was a man of sterling character, of wide general information and of social qualities, which won for him a large circle of friends in all parts of the country.

The following announcement was made by the Russell & Erwin Mfg. Co., under date of Dayton, Ohio, June 1st, 1899: "On and after June 1st, this factory (Dayton Screw Co.) will be operated and known as the Russell & Erwin Mfg. Co. (Western Factory), who, in fact, have been the sole owners since 1885."

If you need exercise and haven't a wheel, get out in the street and dodge those who have.—*Exchange.*

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: The constantly increasing prices on iron and steel material, give abundant evidence that there will be no retrograde movement in regard to prices on Hardware for fall trade. The principal trouble on most of the important staples, will be of the same character as prevailed during the spring; inability to obtain a full supply of goods, even after ordering them. There is a well defined demand for manufactured products already developed for Fall trade, provision for which must soon be contemplated if not already in hand. The stocks throughout the trade centers have been extensively drawn upon, even though they were in many cases abnormally large when compared with previous seasons. This fact will have the effect of making early orders prevalent during the summer months, and dissipate the only fear which some manufacturers have been harboring, that when the Spring rush was over a period of comparative inactivity might follow. The increasing demand from abroad, even under conditions consequent upon advancing prices, is of a most gratifying character; this is greatly assisted by the corresponding advances in price in the other leading markets of the world, based upon the scarcity of the necessary raw material. This would seem to promise no break during the rest of the year in our export trade, which is extremely promising and indicates increasing prosperity.

Wire Nails: Since our previous issue the American Steel & Wire Co. have advanced the price of wire nails 25 cents a keg, to go into effect from June 1st. This is simply in sympathy with the advancing conditions of the metal market, and has been anticipated by the trade to a great extent. The present quotations are therefore changed to read as follows, f. o. b. Pittsburg:

To jobbers in carload lots	$2.35
" in less than carload lots	2.37½
To retailers in carload lots	2.45
" in less than carload lots	2.55

The demand has continued with considerable activity, and less disposition to cut the current rate than was noticeable earlier in the season. New York prices are represented by the following:

To retailers, carloads on dock	$2.60
" less than carloads on dock	2.75
Small lots from store	2 85

Cut Nails: Keeping in harmony with the advance in price on wire nails the market on cut nails has been made the subject of an advance of 15 cents a keg. Quotations are now made f.o.b., Pittsburg, as follows: Freight being added to make a net price delivered at destination.

To jobbers in carload lots	$2 00
To " in less than carload lots	2.05
To retailers in carload lots	2 05
To " in less than carload lots	2.20

New York business is quite active under advanced prices, quoted as follows:

Carload lots on dock	$2 20
Small lots from store	$2.35

Barb Wire: An advance, to date June 1st, was announced by the American Steel and Wire Co.; the prices now are represented in the following: f.o.b. Pittsburg:

To jobbers in carload lots, Painted	$2.45
" " Galvanized	2.95
" in less than carload lots, Painted	2.47½
" " " " Galvanized	2.97½
To retailers in carload lots, Painted	2 55
" " Galvanized	3.05
" in less than carload lots, Painted	2.65
" " " " Galvanized	3.15

Smooth Wire: The same advance noted above also affects the current quotations of smooth wire, advancing previous prices 25 cents, and which are noted as follows, f.o.b., Pittsburg:

To jobbers in carload lots	$2 20
To " in less than carload lots	2.22½
To retailers in carload lots	2 30
To " in less than carload lots	2.40

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive: on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Business is in the highest state of activity and complaints are constant that prompt delivery at dates specified are not always obtainable.

Files: We present on another page the new revised price list of files and rasps, adopted recently by the File Manufacturers' Association of the United States, to take effect June 1st, and which will in future transactions in this important line of goods, entirely supersede the previous standard list. It is stated by the Association that the discounts prevailing previous to June 1st will in every case apply equally the same to this new list, subject, however, to change without notice. The changes in list prices at this time are considered absolutely necessary on account of continued advances in the price of steel, as well as the general upward tendency in the cost of labor. They also suggest as important facts, that "the scarcity of raw material, and the unsatisfactory prospect of improvement in this respect, should impress the trade with the fact that a wise business policy calls for the realization of this advance on stocks in their hands, rather than to part with them at concessions in price, when the ability to replace them is uncertain."

Augers, Auger Bits, Etc.: The supply of these goods during the season has been backward from various causes, usually the inability to obtain the necessary material to enable prompt shipments to be made. Prices have been advanced at various times during the season, and the market may now be considered as ruling at a discount quoted by the manufacturers for common spur pattern of 70@70&5%, and for Jennings' pattern, 60&10%.

Picks, Mattocks, Etc.: In common with many lines of goods, which for a long time previous have been sold at unprofitable quotations, the price has been stiffening materially since the manufacturers agreed upon concert of action, and they are now quoting at 60&10% discount.

Shovels and Spades: The combined manufacturers of this important line of goods, on account of the increasing cost of material, have advanced the price of their product 50 cents per dozen over prices previously prevailing. Labor conditions more favorable for the workingmen, also exerted an influence in this increase in price. Prices generally through the jobbing trade seem to be well sustained with less disposition than usual to cut current quotations.

Coil Chain: Under date of May 26th, the manufacturers of coil chain have agreed upon the following prices which apply to quantities less than carload lots. Terms, net cash, f.o.b. Pittsburgh:

3-16 inch	Cents per pound,	7 50		11-16 inch	Cents per pound,	3.55	
¼ "	" "	5.65		¾ "	" "	3 50	
5-16 "	" "	4.65		13-16 "	" "	3.50	
⅜ "	" "	4.00		⅞ "	" "	3 40	
7-16 "	" "	3 85		15-16 "	" "	3.40	
½ "	" "	3.70		1 "	" "	3.40	
9-16 "	" "	3.65		1 1-16 "	" "	3 40	
⅝ "	" "	3.55		1⅛ "	" "	3.40	

B. B., 1¼ cents per pound advance.
B B. B., 1¾ cents per pound advance.
Dredge Chain, 4¾ cents per pound advance.

Trace and Wagon Chains: These goods have been subject to several advances of late until the market is now held firmly at a discount of 60 per cent, with possibly a slight concession on large orders not designed for immediate delivery.

Green Wire Cloth: The market on this active commodity, which at this season of the year continues in such steady demand, is almost bare of supply. The little, still in the hands of a few jobbers, is held at $2 per 100 square feet, and even higher. It looks very much as though the market was largely oversold, and sales would be extended later that usual.

Philadelphia Eagle Carriage Bolts: Under date of May 24th, a revised list was adopted by the associated manufacturers of Philadelphia Eagle carriage bolts. The change in list prices applying particularly to the ⅜-inch bolts. The discount allowed on the new list is 80 per cent., which carries with it the customary freight allowance. The Union Nut & Bolt Co., No. 107 Chambers Street, New York, issue the new list, which is as follows:

PHILADELPHIA EAGLE CARRIAGE BOLTS.—Price per 100.

Length.	3-16 & ¼	5-16	⅜	7-16	½	9-16 & ⅝
1	$3.00	$4.00	$5.40	$7.30	$9.50	.....
1¼	3.10	4.00	5.40	7.30	9.50	.....
1½	3.20	4.00	5.40	7.30	9.50	.....
1¾	3.30	4.00	5 40	7.50	9.80	.....
2	3.40	4.10	5.40	7 70	10.10	.....
2¼	3.50	4.20	5.60	7.90	10.35	.....
2½	3 60	4.40	5.80	8.15	10.65	.....
2¾	3.70	4.50	6.00	8.35	10.90	.....
3	3 80	4.70	6.20	8 55	11.20	$18.75
3¼	3 90	4.90	6.50	8.75	11.50	19.25
3½	4.00	5.00	6.70	8.95	11.75	19.75
3¾	4.10	5.20	6.90	9.15	12 00	20.25
4	4.20	5.30	7.10	9.40	12.30	20.75
4¼	4.35	5.50	7.30	9.60	12.60	21 25
4½	4 50	5 70	7.50	9.80	12.90	21.75
4¾	4 65	5.85	7.70	10.00	13.15	22.25
5	4.80	6.00	7.90	10.25	13.45	22.75
5½	5 10	6.30	8.40	10.65	14.00	23 75
6	5.40	6.60	8 80	11.05	14 55	24.75
6½	....	7.00	9.30	11.50	15.10	25.75
7	....	7.30	9 70	11.85	15.70	26.75
7½	....	7.60	10.10	12.35	16.25	27.75
8	....	7.90	10.50	12.75	16.80	28 75
8½	....	8.20	10.90	13 15	17.35	29 75
9	....	8.50	11.40	13.60	17.90	30.75
9½	....	....	11.90	14.00	18.50	31.75
10	....	....	12.40	14.45	19.00	32.75
10½	....	....	.....	14 85	19.60	33 75
11	....	....	.....	15.25	20 15	34 75
11½	....	....	.....	15.70	20.70	35.75
12	....	....	.....	16.15	21.30	36.75

Agricultural Wrenches: The leading manufacturers of this grade of wrenches have agreed upon an advance on this line of goods; which makes the prices to the retail

Digitized by Google

trade quoted at 75 & 5 per cent to 75 & 10 per cent. discount.

Wrought Nuts: The advanced prices, noted below, have been agreed upon by the associated manufacturers of these goods, and the following quotations represent the market:

Hot Pressed Nuts, Square	Off List,	Cents,	5.50
" " Hexagon	"	"	5.75
Cold Pressed Nuts, Plain, Square	"	"	5.20
" " " Hexagon	"	"	5.30
" " C. T. & R. Nuts, Square	"	"	5.20
" " " " Hexagon	"	"	5.80

Wrought Washers: The manufacturers have also advanced the prices of wrought washers and the regular quotation is now 5½ cents off list. For a large specification this price, possibly, might be shaded a trifle.

Casters, Martin's Patent: Are now quoted at 50 & 10 to 60 per cent. discount.

Hay Knives: Nolan's, "Lightning Pattern," have advanced in price to $5.75 per dozen.

Window Stop Adjusters: Hobart B. Ives & Co., New Haven, Conn., have advanced the price of their window stop adjusters 10 per cent.; the advance took effect May 18th.

Binder Twine: The market for binder twine is at the present time fairly quiet, and prices remain about the same as previously quoted, being represented by the following:

White Sisal, per pound	9¼@9½ cents
Standard, per pound	9¼@9½ "
Manila, per pound	10@10½ "
Pure Manila, per pound	10½@10¾ "

Linseed Oil: Under date of May 31, 1899, the Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels	40 cents per gallon.
In lot of 5 barrels or more	30 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

THE CLEVELAND TRADE.

In the beginning of this century, in fact fifty years ago, in almost every village was a carpenter shop a tin shop, shoemaker and tailor. Many of the farmers could do all this kind of work, and the wives spun the wool and flax, colored and wove the yarn, cut and made the clothing, knit the stockings, made soap and candles, kept the home and cared for the babies.

When we remember the improvements that have come and the manner of living through division of labor, and reflect upon the innumerable number of articles that we have not that would add to the comfort, convenience and pleasure of the people, there would seem to be little cause for alarm that consolidations and combinations will deprive the people of employment.

If what is useful can be provided with less human labor, it would appear to be cause for congratulation rather than alarm. If the things we need require less labor to produce, the surplus labor will be utilized to provide luxuries that we have been deprived of, because all our time has been required to produce necessities.

Unless the public are better served by large manufacturers they cannot succeed. A nailmaker was replaced by a machine; the stage coach by railroads; the sickle, scythe and cradle by the reaper; the country saw and grist mill by improved methods, and all these changes have been in the line of progress.

A past so crowded with lessons ought to suggest courage for the future. Combinations will surely fail unless they are an improvement upon what they displace. This law is as inexorable as the law of gravitation. It will punish every infraction; it is as sacred as the moral law. There is no monster that can engulf the people.

Nothing is more sensitive to public opinion than capital. It must for its own protection serve the people. A recent decision of a United States judge that the power conferred on a corporation by one State does not confer it in another, is suggestive. No successful attempt is likely to be made by capital to defy public opinion. Throwing people out of work has been used as an argument against every step of progress, and facts have continued to answer it. Success in business depends upon power to serve; greatness in the kingdom of earth, as in the kingdom of Heaven, comes from service, and the good or bad of combinations depends upon this.

It is so popular to condemn combinations that a trade journal may well afford space for a question of such importance. Consolidation and combination as an experiment may be a mistake, but if so, it will be the people that invest in them that will suffer. In a government by the people we can afford to wait until our rights are invaded. If combinations are successful for their promoters, that they will prove a public benefit would seem to be inevitable.

Consolidations are the logical result of the cruelty of competition that reduced prices so low as to make it an imperative necessity for manufacturers to reduce the labor of their employees or close their works.

If it shall enable them to pay American wages and meet the world's market with their products, we should be content. The outcry and denunciation is in keeping with the opposition that has been expressed against almost every step of progress.

Politicians will do well to make haste slowly, lest they shall be found fighting against the interest of those that party platforms are made to conciliate.

Everybody hoped we would not, and few believed that we would have a boom. Business men and manufacturers tried to prevent it—a large majority of them declined to advance prices until they were compelled to do so. Evidently the boom was not produced by speculators. For the last month a very strong conservative feeling has influenced wholesale merchants, actual demand has forced them to make purchases, as their stocks were depleted and had to be replaced.

Manufacturers have been compelled to purchase new material. The facts are, the demand has created a scarcity and compelled an advance in price. The price has become secondary if the goods can be furnished promptly.

More orders have been declined or accepted subject to ability to fill, and more quotations made subject to change in price in the past month, than for many years previous. This has been the only safe way to do business.

Many orders taken for March and April shipment are not yet shipped, but the retail merchant fails to write, "Ship my order at once or cancel."

We must wait for the next chapter.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE BOSTON TRADE.

We are still in the midst of the busy season and orders received from our travelling salesmen indicate that the retail trade is in a prosperous condition, judging from the

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

quantities and assortments of goods they are buying. It is almost impossible to get certain lines, orders for which were even placed early in the season in anticipation of present demand, and the trade seem to accept these conditions with good grace and are willing to make such substitutions as they think will be accepted by their customers.

Very little surprise was manifested in the recent advance of shovels, files, cut and wire nails. The changes in prices are being fairly well maintained, but basing the actual cost of the goods to-day on the prices at which they are being sold, the jobbers are realizing a very small margin of profit.

Builders' Hardware is moving freely, and the demand in this line is far in excess of last season. This is particularly noticeable at the seashore resorts, and a large number of cottages are being built and improvements made which were postponed last season owing to the war scare.

The long continued drought will have an effect upon certain lines, and reports from all parts of New England show that many of the crops will be a failure.

FRYE, PHIPPS & CO.

THE DAVENPORT TRADE.

Rainy weather; prices still going up; the higher they go the farther they will fall some day. Volume of trade, which is made up of general Hardware and seasonable goods, about the same as last year and collections are better. Speculative buying has ceased.

Captain Blair has added another steamer to his fleet, furnishing a daily packet each way between Davenport, Muscatine and Burlington.

The Iowa Hardware Jobbers will hold their regular annual meeting at Des Moines on June 7th. Hope they will devise ways and means for making some money during the closing years of the century.

We thank *Hardware's* retiring contributor of Kansas City for kind and complimentary words to his fellow trade reporters. May his star continue to lend its literary light and joy wherever he may be.

SICKELS, PRESTON & NUTTING CO.

THE BALTIMORE TRADE.

Industrial stocks may decline, the last cool wave of spring pass away and be followed by an area of high temperature sufficient to boil the energies of most men, but the iron man—the man with iron nerve—remains invincible. So far each month this year there has been a large record of advances, and June ushers in a new file list, an advance of 50 cents per dozen net on shovels and spades, further advances on Lull & Porter hinges, wire and cut nails, barbed and other wires, etc.

We would like to call a halt and stop this arbitrary and rapid rise in values, which we fear will some day drop like a balloon losing in high air its buoyancy of gas, causing it to succumb to the attraction of gravitation and tumble to earth.

The strongest anti-trust movement will likely be direct competition, and encouragement in this direction is becoming daily more apparent.

Small trade with us is much affected by the high prices now ruling, and orders are small in consequence. Many of our customers who purchased in large quantities in order to secure themselves against advances, are exceedingly slow in their payments and find collections hard to make. They are dependent upon the success of the farmers whose crops will shortly be in market.

The potato and tobacco crops are good, and if profitable prices are realized a good fall business is assured. We are moving as many goods as usual at this time of the year, but as this is our off season we are giving our men their customary vacations. H. W. WEBB & SONS.

THE COLUMBUS TRADE.

We have had fine rains since our last letter, and it has made thousands of dollars for the farmers. The Hessian fly was playing havoc with the wheat in some parts of the State, and the cool, dry weather that continued through most of May was hard on the meadows, so the hay crop will not be good. Still the farmers are in pretty good shape, and no doubt the crops will average up about as usual at the final wind up.

There have been some very sharp advances during the past week—wire and nails, shovels, files and lanterns. We have been expecting files and lanterns to advance as both of these articles have been too low, but another advance on shovels seems unnecessary. The same is true of wire and nails. These high prices cannot stand long, and the manufacturers will have to suffer from new competition before many months. The inducements for starting new factories are very great, and while some combinations apparently have control of the raw material now, we do not believe it can last long. It is well known that all these consolidations paid about three times the value of the different plants they purchased, and they think it the proper thing to make the consumer foot the bills. Consumers are doing this under protest, and will not use any more goods than they are obliged to. We know the sale of fence wire has dropped off considerably, as farmers will not build new fences if they can patch up old ones. Trade continues good and collections fair. SMITH BROS. HARDWARE CO.

THE MANCHESTER TRADE.

As regards business: there seems to be but one report, good business and fair profits. Cheerfulness seems to reign.

There is one matter that has given us much thought lately, and that is the new movement, charging by the banks for country checks. The customers of the banks are, I believe, generally large depositors, receiving no interest on their deposits, and the only benefit that I can see given them in the past has been receiving their checks on deposit as cash. Every well-conducted bank has been making money, and this move only tends to increase their profits at the expense of the depositors.

We have received several letters from a concern calling itself the National Association of Credit Men. This concern has advocated strongly this new move of charging by the banks for collection of such checks, and then have the assurance to invite us, and I suppose many others situated as we are, to join. We have paid no attention to their circulars, dropping them in the waste basket, but the last one seems to us the height of cheek and impudence, really threatening to boycott us unless we send ten dollars and join the association. The following is the resolution:

"Whereas, this association by practical, progressive and methodical efforts is endeavoring to improve credit conditions and trade customs, and

Whereas, The results achieved redound to the advantage and profit of the entire business community, thus meriting general co-operation and support, therefore, be it

Resolved, By the National Association of Credit Men in convention assembled that the members of this Organization be requested to decline trade references to those houses who do not indicate on their stationery that they are members of, or who are not known by other means to be identified with, this Association."

Their own statement shows them to be financially in a sad state and only to be improved by attempting to force merchants to join.

From our point of view we can only see that it benefits such officers as receive a salary and no benefit to arise to the people who make an annual remittance of ten dollars to help the association out of trouble.

JOHN B. VARICK CO.

THE ALBANY TRADE.

We report an excellent trade. Orders are coming in freely, and customers are in a hurry for goods. The higher prices now prevailing on many leading goods do not seem to check business, which is evidence that material is being used by artisans and mechanics.

Building shows considerable life in this section, and in fact all branches of business show quite an impetus over the period a few months back.

The change of the weather to a warmer condition has

Digitized by Google

Send Postal for FREE Sample Package...

GEM PATENTED.

THE "GEM" PAPER CLIP

for holding together enclosures, Mss., etc., is the only one that can be used over and over again. After fastening together a thick bunch of papers, it will be just as effective next time on a thin one. Retails at 15 cents per box of 100. . . .

SPECIAL PRICE TO THE TRADE.

CUSHMAN & DENISON, 240-242 W. 23d St., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Improved Try Squares.



No. 20.

Rosewood Handles, Graduated Blades.

drawn quite freely on season goods, and the dealer who has a good stock from which to fill orders promptly is to be congratulated.

The recent advance in wire and nails seems to be accepted as necessary on account of the scarcity and increased cost of raw material. A little complaint was heard when the change was first made, but this soon passes away, and dealers and consumers are using all material freely.

It is evident that quite a number of lines have not yet advanced in proportion to increased cost. It seems safe to buy for wants that will extend into the future for a few months at least.

Collections are improving and there is much less complaint in this department than heretofore.

ALBANY HARDWARE & IRON CO.

THE PITTSBURG TRADE.

The last few days of May were not quite so busy as the earlier part of the month, but June opens with a very good business doing. The daily advances are in most cases very cheerfully paid by the retailers, although there are some grumblers.

In the present condition of the pig metal and billet market even conservative manufacturers are forced to advance prices, to come out even, and so far as we can judge, the world's appetite for iron is still very good and shows no signs of abatement for a year ahead.

It would seem wise to keep full stocks of all goods to be had, which have as yet advanced but little. Any merchant can tell what these items are by looking over his bills for the past six months.

Bicycles and sundries are selling well, the employees of this district having more money to invest in pleasure than for several years. LOGAN-GREGG HARDWARE CO.

THE OMAHA TRADE.

The volume of May business was considerably in excess of anticipations, and June bids fair to reach even larger figures than May. The advance in price seems to make no difference in the volume of trade, yet we all of us realize that rapid and radical advances are only hastening the day of equally rapid and radical declines. It is particularly unfortunate for all parties concerned that the markets could not have been held down to a more moderate basis. Yet all that can be done under present conditions is to make the best of the situation as it exists and to hope that when the decline starts, it will not go as far below the average as it has gone above it. A great deal of difficulty and exasperating delay exists in securing anything like reasonably prompt deliveries from the factories and under the circumstances, of course, jobbers are compelled to largely anticipate their wants and provide far in advance for the requirements of their trade.

RECTOR & WILHELMY CO.

THE ST. PAUL TRADE.

The first half of the year 1899, which is now drawing to a close, has been remarkable in many ways. The oldest inhabitant will not hesitate to say that he has never before witnessed its like. For some years previous to the advent of this year, a condition has existed in the Hardware world that was wearisome to the spirit and trying to the souls of men, almost beyond endurance. In many instances, profits disappeared after the goods were purchased and before they could be placed on sale, owing to the decline that was continually taking place. The buyer looks back as to a "horrid dream" to those days when his chief anxiety was to get such protection in his purchases as would warrant him in anticipating his wants for a reasonable length of time.

Iver Johnson Cycles

$25.00 ~ $35.00

1899 MODELS.

Honest, Reliable bicycles of new design. These are two new models which we have just added to our line so we now have *IVER JOHNSON* bicycles listing at

$25, $35, $40, $50, $60, $75

Any *IVER JOHNSON* cycle, no matter what its price, will prove an honest, reliable wheel. We build nothing else. . . . . .

Drop Forged Connections Throughout.

Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 364 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.



LIBERAL SPRING OFFER.
13 SWEEPERS FOR ONE DOZEN.

Write for Particulars

We Make All Kinds
. . . High Grade--Medium Grade--Cheap Grade.

Goshen Sweepers Are *Guaranteed* the Easiest Running Sweepers manufactured. Best Finished, Best Constructed.

SPECIAL INDUCEMENTS FOR SPRING.

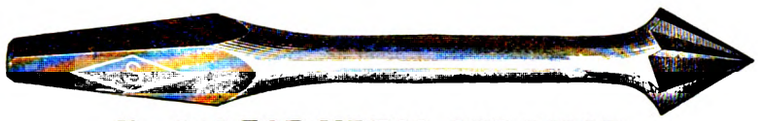
Handsomely Illustrated Catalogue furnished on application.

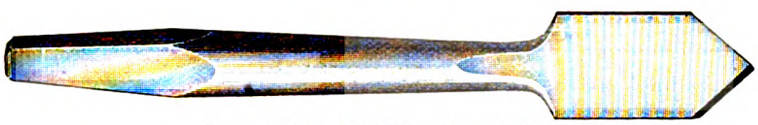
EVERY SWEEPER WARRANTED.

Goshen Sweeper Co.,
GRAND RAPIDS, MICH.

Digitized by Google


No. 310 FOR METAL.


No. 315 FOR METAL AND WOOD.


No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

With the coming of this year, a "change came over the spirit of his dreams." The conviction was carried seemingly in the air, that higher prices would prevail, and the anxiety now was to place orders. The buyer feels and enjoys the stimulus resulting in the knowledge that he is not only insured a fair profit on his purchases, but something beyond, which will, in some measure, compensate for past declines. During the past months of the year, this condition has existed, and looking into the remaining months, we think we can see indications of its continuance. We rejoice in the knowledge that these advances in prices are distributed to all classes of people; that labor is getting its full share of this prosperity, as well as capital. With this condition existing, ought not all to be well satisfied?

Business in all lines seems to be very active. An unemployed man is the exception, not the rule. The reports from all parts of our territory are that there is a great increase in building operations, thus stimulating the movement of builders' Hardware.

In regard to seasonable goods, such as painted wire cloth, screen doors, lawn mowers, steel goods, etc., the same condition exists here that, as we learn from market reports, exists in other localities, and that is, that there is a great scarcity, and many orders for the same are necessarily passed. The new prices on all lines, as soon as published, are put into effect by the jobber. Retailers, also, as a rule, are disposed to take in advances on stock on hand. It goes without saying, that this is as it should be.

In most of the wheat territory tributary to us, the weather has peen very favorable for this great staple, having been cool, with plenty of rain, and everything now promises a good crop. The season has been a little backward for corn, but a large hay crop is anticipated.

All things considered, the outlook could not be much improved. C. W. HACKETT HARDWARE CO.

THE GRAPHITE TRADE.

If the editor of *Hardware* will gather around him the "twenty-four busy and prominent men who are finer, brighter, more interesting and capable than the representatives of any other trade who find time to let the world know through his influential paper what is being done by and for the Hardware trade through this country," they could sit around after having done justice to the dinner which he would provide for them, and tell more fairy stories than otherwise could possibly be secured. The advantage would be that talks would be offhand and founded upon the actual facts of business and experience, and divested of the formality influencing articles which must be written for the public eye and criticism.

The phenomenal business now being done in graphite products is almost too great a subject to be formulated into a letter. Your readers would be more apt to appreciate its truths if accompanied by other truths from other branches of the Hardware business.

For instance,—we shipped one day last month two carloads of goods to Australia, stove polish, pencils, crucibles, axle grease, pipe joint compound, graphite paint and lubricating graphite making up the invoices.

Last week we were compelled to decline a large order for special pencils, because they were required by the middle of July.

Six thousand gross of pencils were shipped abroad on two orders. Eight tons of silica-graphite paint to a concern in a nearby city, and so on.

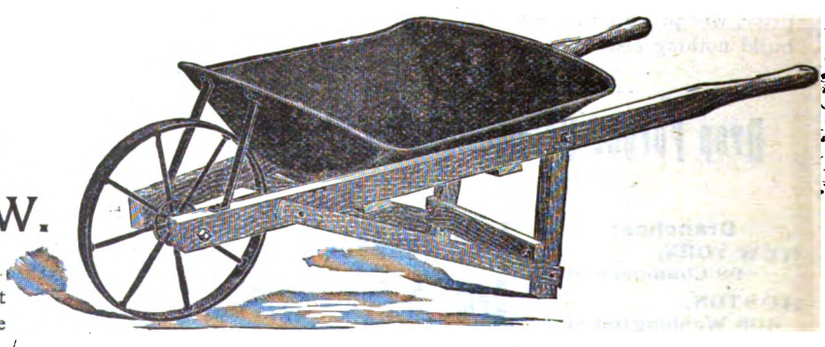
Crude graphite still continues high in price with a prospect of an advance, but we will not revise our catalogue until necessary.

Invoices received in our purchasing department bear in a number of instances the supplementary stamp, "Prices subject to change without notice." We have been obliged to apply this to some of our own invoices, but would rather not, and advise the placing of orders now for fall delivery. JOSEPH DIXON CRUCIBLE CO.

George H. Sargent, of Sargent & Co., and president of the Hardware Club of New York, will sail on June 24th on the steamship *Saale*, for a two or three months' pleasure tour in Europe. Mr. Sargent will be accompanied by his wife.

PAN-AMERICAN R.R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.

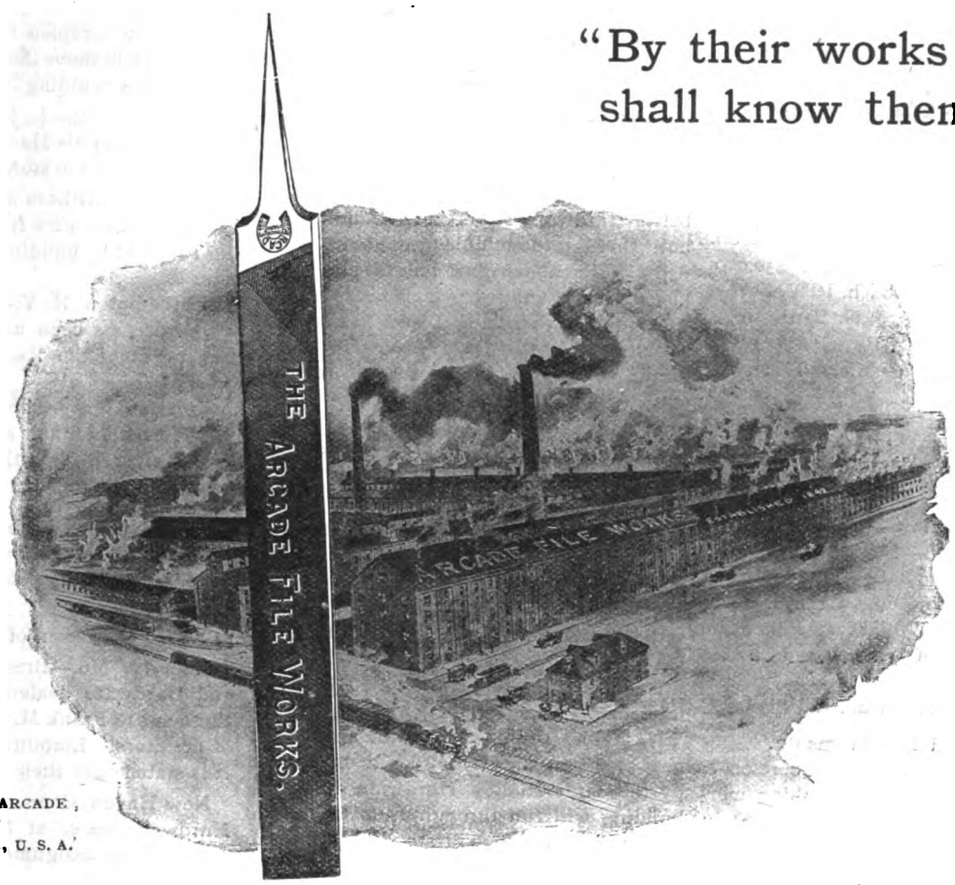
COLUMBUS, O., U. S. A.

Digitized by Google

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

"By their works ye shall know them."



PLANT OF THE ARCADE FILE WORKS AT ANDERSON, IND., U. S. A.

BACK of an Arcade File stands the most complete and modern file manufacturing establishment in the world, directed by master minds, originators of a distinctly improved product, sold entirely on its merits, the modern plant insuring best quality. Back of an Arcade File stands this guarantee, "that an Arcade File will cut faster and wear longer than any other file made," and as an "earnest" of this guarantee, the Arcade File Works will send to any responsible Hardware Jobber, Wholesaler or Retailer, one dozen Arcade Files, to become the property of the receiver or returned at our expense if the guarantee is not fully borne out in every particular.

There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

NEW YORK: 97 CHAMBERS ST. **THE ARCADE FILE WORKS,** CHICAGO: 118 LAKE STREET.

Sole Makers of Weed's Patent Increment Cut Files,

Works: ANDERSON, IND., U. S. A.

Samuel W. Allerton, President. Courtlandt C. Clarke, Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Avilla, Mo.—J. J. Stemmons.

Bristol, Tenn. — The Mitchell-Powers Hardware Co. has been incorporated by J. D. Mitchell, H. W. Powers, W. B. Gillespie, J. P. Young, and R. B. Mitchell. Capital stock, $100,000.

DuBois, Pa.—The DuBois Hardware Co. has been incorporated. Capital, $50,000. Incorporators: C. E. Turnbach, R. W. Zerby, DuBois; W. R. DeHass, J. G. Platt, M. A. Elder, all of Philipsburg, Pa.

Grand Forks, N. Dak.—Michael Londergan.

Louisville, Ky.—Articles of incorporation for the Korb Hardware Co. have been filed in the County Clerk's office. The company is capitalized at $10,000.

Red Lake Falls, Minn.—J. A. Bray.

Scotch Plains, N. J.—Louis Moore.

Warsaw, N. Y.—The Ballentine Hardware Co. has been incorporated. Capital stock, $12,000. Directors: William J. Ballentine and Orace V. Emery, of Warsaw, and Charles E. Vandorn, of Rochester.

Wells Bridge, N. Y.—Archibald Sisson.

Changes and Improvements.

Atlantic City, N. J.—The Albertson & Young Co., Hardware and plumbing merchants, have put in another department in their store. They have introduced electricity as a branch, and are prepared not only to do electrical work, but also to furnish all sorts of electrical supplies at short notice.

Bridgewater, N. Y.—James Howes has closed his Hardware store.

Butte City, Mont.—The Dart Hardware Co. have enlarged and otherwise improved their office.

Childress, Tex.—Keck & Bowman, Hardware, sold out.

Colfax, Iowa.—A. A. Brown, Hardware, etc., sold out.

Davenport, Iowa.—Horace K. Newbern, who has a Hardware store at No. 1407 Harrison Street, is building an addition for warehouse north of his present building.

Des Moines, Iowa.—J. A. Garver & Co. of this city have sold their Valley Junction Hardware stock to the O'Dea Hardware Co.

Richmond, Va.—B. Laughon has sold out his large stock of Hardware to Cassell & Pryor.

East Bloomfield, N. Y.—Alex. Davidson of Canandaigua, recently opened a branch Hardware store at this place.

Eastport, Me.—Very noticeable improvements are being made on the outside of George W. Capen's Hardware store on Water Street, and his large tin decorating works which extend along Union wharf. Several local painters are at work.

Elwood, Ind.—DeHority & Wolverton, implements, succeeded by De Hority & Co.

Foster, Iowa.—Anna C. Bixby, Hardware, moved to What Cheer.

Gordon, Neb.—Chas. A. Schrandt, Hardware, etc., sold out.

Grand Rapids, Mich. — The wholesale Hardware firm of the Clark-Rutka-Jewell Co. has changed its corporation name to the Clark-Rutka-Weaver Co. The capital stock has also been increased.

Kalamazoo, Mich.—The interior of the Waterbury Block is being remodeled to enlarge the room for the Edwards & Chamberlin Hardware Co. A fire wall is being built through the middle of the block which will give the above firm half of the entire block, greatly enlarging their facilities.

Livingston, Wis.—C. Lange has sold out his interest in the Hardware store to Mr. Miller, who will take possession immediately.

Louisville, Ky.—Vogt & Oswald, Hardware, No. 215 West Market Street, dissolved; succeeded by B. F. Vogt.

Madison, Ind.—Spaun, Welch & Co., Hardware and implements, succeeded by L. D. Spaun & Son.

Moundsville, W. Va.—W. W. Smith has disposed of his Hardware store on Lafayette Avenue to a party from East Liverpool, Ohio.

Naperville, Ill.—Perry & Co., Hardware, implements, etc., sold out.

Nashville, Tenn.—One of the finest business blocks in the city is soon to be erected by the Gray-Dudley Hardware Co. The building will run through from College to Market Street, and will stand opposite the new building being erected by the Phillips & Buttorff Mfg. Co. The new building of the Gray-Dudley Hardware Co. will occupy a half block, and will be erected at a cost of about $60,000

Oakland, Cal.—Ed Hoerst, a plumber and Hardware merchant of Elmhurst, has rented a store in the Hopper Block and will remove his business to this city.

Old Chatham, N. Y.—Josiah N. Wait, junior member of the firm of Wait Brothers, Hardware merchants, died on the 9th inst. The firm name will continue as heretofore, George N. Wait, son of the deceased, assuming his father's connection with John B. Wait. The firm have been in existence thirty-nine years.

Ossian, Ia.—Kleisart Bros. are getting ready to build a brick addition to their Hardware store.

Panora, Iowa.—Shrock & Zarger, Hardware, succeeded by Zarger & Denton.

Passaic, N. J.—J. V. S. Van Winkle, the Hardware dealer, will occupy the store in the Hemion building now occupied by Charles Rixton, the jeweler.

Peoria, Ill.—The Isaac Walker Hardware Co. are about to erect a big buiding for a warehouse and offices. It will be of brick and terra cotta, six stories high, 50 by 150 feet, and will cost $30,000.

Perry, Mich.—A. S. Olcott & Son, Hardware, etc., sold Williamston business.

Plainview, Minn.—E. R. Cornwell will erect a new Hardware store.

Poughkeepsie, N. Y.—Oscar Cookingham has purchased J. Howard Asher's interests in the Hardware firm of Asher & Co.

Pulaski, Iowa.—Law Bros. have traded for the building occupied by Boyd Bros'. meat shop, and will move their stock of Hardware into the new building in the near future.

Randolph, Vt.—J. J. Trerise is moving his goods from his Hardware store on Merchants Row to the store in Smith's block.

Sidney, O.—Gibson & McKee have moved their Hardware store from the Metcalf building to the Shie building, North Main Avenue.

Southampton, N. Y.—W. C. Gray's Hardware store has been moved to its new site just north of the Reid Building on Main Street.

Superior, Wis.—The Superior Hardware Co. will remove their store to Nos. 1016 and 1018 Tower Street, the new block being erected for them.

Business Embarrassments.

Anderson, Ind.—Mrs. Mary Catlin, Hardware, receiver appointed.

Lucan, Ont.—D. J. McCosh has assigned to Alfred Robinson, of London.

Moberly, Mo.—Bristow Bros., plumbers and Hardware dealers, have made an assignment to Frank M. Clark, for the benefit of creditors. Liabilities are about $4500. It is stated that their assets are over $5000.

New Haven, Conn.—Theodore J. Desser, Hardware dealer, at No. 437 State Street, has made an assignment.

Burglaries in Hardware Stores.

Champaign, Ill.—Miebach & Co., knives.

Crandall, Tex.—Willfawn & Crawford, knives.

Detroit, Mich.—Henry R. Ziegler, $30.

Frackville, Pa.—G. W. Leebold, $10

Freelandville, Ind.—Ernest Weitzel, $150.

Jacksonville, Fla.—Capper Bros., revolvers.

Leechburg, Pa.—J. C. McGeary, $100.

Oregon City, Ore.—Pope & Co., small loss.

St. Louis, Mo.—W. P. Richardson, $100.

Yarmouth, Me.—Griffin & Russell, razors.

Fires in Hardware Stores.

Adairville, Ky.—The Hardware store of R. L. Cunningham has been destroyed by fire.

Bellbuckle, Tenn. — Mrs. W. Bowen's Hardware store has been destroyed by fire.

Biddeford, Me. — Geo. A. Anthoine's Hardware stock has been damaged by fire. Loss, $1500.

Kenmare, N. Dak.—T. W. Tasker & Co's. Hardware stock has been destroyed by fire.

Neosho Falls, Kans.—I. M. Baxter, Hardware, damaged by fire.

Parkman, O.—Bundy's Hardware store has been destroyed by fire.

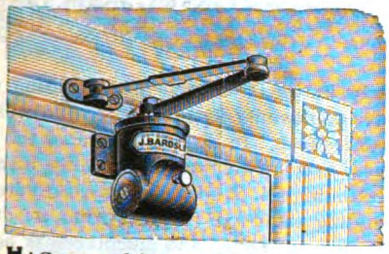
Pomeroy, Ia.—R. Lempke's Hardware store has been destroyed by fire.

Sherbrooke, Que. — Johnston & Foss, Hardware dealers, stock damaged by fire to the extent of $500.

Digitized by Google

THE "BARDSLEY"

Oil Door Check AND Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
"	C,	" "	5.00
"	D,	" "	6.00
"	E,	" "	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,

147 to 151 Baxter St., NEW YORK CITY.



The

Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

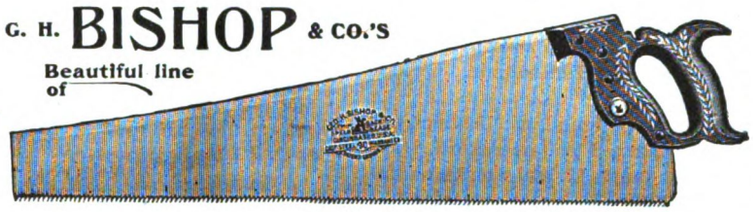
Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

SAWS G. H. BISHOP & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

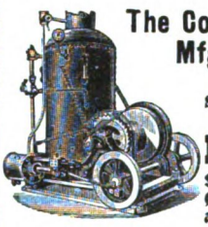


CARBON (Black Diamond) TOOLS FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.



The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

STEAM, HORSE and HAND POWER HOISTING MACHINES,

Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF



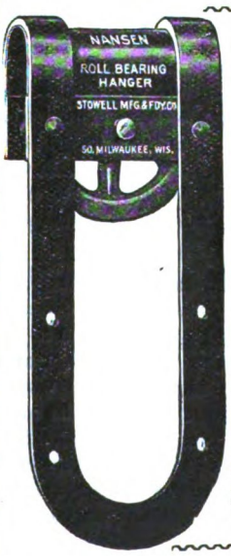
MATERIAL, AND FINISH.

Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.



Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Camden, N. J.—The Hoopes & Townsend Co. has been incorporated by Clement R. Hoopes, Barton Hoopes, Jr., and Dawson Hoopes, to manufacture bolts, nuts, rivets, etc. Capital stock, $1,000,000.

Carthage, Mo.—The Parrot Stove Co. will be organized for the manufacture of stoves invented by C. French.

Chicago, Ill.—Ray & McConaghy has been incorporated by H. E. McConaghy, R. L. Coffin and P. W. Raymond; manufacturing plumbers' supplies. Capital stock, $6000.

Chicago, Ill.—The Hamler Boiler & Tank Co. has been incorporated by P. J. Hamler, G. F. Alty and C. O. Garmire; boiler and machine business. Capital stock, $5000.

Covington, Ky.—The Hildebrandt Automatic Hinge Co. has been incorporated by George and Carrie Hildebrandt. Capital stock, $12,000.

Dover, Del.—The Standard Nut Lock Co. has been incorporated by James Lord, Henry E. Cain and James L. Wolcott, manufacturing and selling nut locks, etc. Capital stock, $100,000.

Durham, Mo.—The Gravity Level Mfg. Co. has been incorporated by W. H. Abell, James S. Shackleford, D. M. Custer, Jas. Lillard, John W. Ward and others; plumb levels and other manufacturing. Capital stock, $5,000.

Findlay, Ohio.—The Findlay Tool & Machine Co. has been incorporated by C. B. Angell, E. C. Taylor, E. C. Marsh, F. A. Duncan and L. H. Broadwater, to manufacture drilling tools and machinery. Capital, $5000.

Harrisville, N. Y.—The Universal Woodenware Co. has been incorporated; capital, $12,000. Directors: W. B. De Biller, John S. Pressenger and Frederic P. Clement.

Havana, Ill.—The Ashland Press Drill Co. has been incorporated; capital, $30,000; to manufacture grain drills, farming implements and machinery. Incorporators: John E. Meyer, H. G. Bruning, George W. Wesling.

Houston, Tex.—The charter of the South Texas Implement Co. has been filed with the secretary of state. Capital stock, $10,000.

Jersey City, N. J.—The Sisson & Currier Co. has been incorporated by Israel A. Currier, Frank H. Wheelock and Charles Stell, to manufacture plumbers' supplies, etc. Capital stock, $150,000.

Lafayette, Ind.—The Schwab Safe & Lock Co. has been incorporated by Joseph Schwab, Leo Schwab and John Kiersmeyer; manufacturing safes and jail cages. Capital stock, $50,000.

Montreal, Can.—G. Gilmore Sons, auger and bit manufacturers, new firm, have commenced business.

Nashville, Tenn.—The Standard Heating & Boiler Co. has been incorporated by H. T. Sinnot, A. J. Dyer, J. W. Smith, S. M. Sinnot and H. M. Smith. Capital stock, $25,000.

New York, N. Y.—John A. Roebling's Sons' Co. has been incorporated to manufacture wire, wire rope, iron, steel, copper, and all other metals; capital, $100,000. Directors: Washington A., Charles G. and Ferdinand W. Roebling, and Charles G. Roebling, Jr., Trenton, N. J.; Henry L. Shippy and Edmund Roebling, New York City, and Frank O. Briggs, Trenton, N. J.

New York, N. Y.—The Dubois Mfg. Co.; incorporated by Elie J. Moneuse and Desire E. Moneuse, to manufacture refrigerators and woodenware. Capital stock, $15,000.

New York, N. Y.—The Curley Cutlery Co. has been incorporated by T. F. Curley, P. Whitehead and John H. Hilton. Capital stock, $3000.

Quincy, Ill.—The Quincy Stove Mfg. Co. has been incorporated by Jos. L. Sheridan, John H. Tenk and B. H. Brackensick. Capital stock, $40,000.

Saginaw, E. S., Mich.—The Crescent Gun Co. has been incorporated to manufacture air guns, pistols, and toys. Capital, $10,000; $3500 paid in. Incorporators: L. C. Bartlett, G. Corning, A. M. Senk, all Saginaw, E. S.

San Francisco, Cal.—The B. & D. Improved Pick Mfg. Co. has been incorporated; capital, $100,000. Incorporators: S. Bishop, W. Drury, M. E. Van Meter, F. Cornwall, H. Bishop, L. P. Boardman; all of San Francisco.

Scranton, Pa.—The Scranton Bolt & Nut Co. has been incorporated; capital, $150,000. Incorporators: W. D. Zehender, Lebanon; W. Connell, Scranton; L. M. Horton, Easton; J. Jemmyn, T. H. Watkins, J. A. Lansing, C. H. Welles, Scranton, and others.

Syracuse, N. Y.—The Automatic Lawn Mower Sharpener Co. has been incorporated. Capital, $50,000. Directors: William R. Kenyon, John McLennan, Peterson E. Jones, Charles A. Dennison, George C. Shafer, Syracuse.

Worcester, Mass.—Loring Coes & Co. has been incorporated to manufacture machine knives and knives for other purposes. Capital, $50,000. Incorporators: Loring Coes, F. L. Coes, Frederick Searle.

Youngstown, Ohio.—The Youngstown Range & Stove Co. has been incorporated by A. L. Pitney, M. Evans, J. O. Pew, G. M. McKelvy and H. W. Heedy, to manufacture stoves and ranges. Capital stock, $10,000.

Changes and Improvements.

Bellaire, Ohio.—The Novelty Stamping Co. are constructing a big addition to their plant to supplant the old buildings at the north side of the factory. The work of erecting the new structure upon the site of the buildings now in use without interfering with the operation of the plant is necessarily rather tedious, but the management expect to see the improvements completed early in the summer. The building will have one twenty-four foot story and will be 100x143 feet. In it will be located the furnaces and the dipping and pickling rooms.

Canning, N. S.—Blenkhorn & Son are rebuilding their axe factory. The new factory is now erected and machinery is being put in position.

Chicago, Ill.—The Falcon Iron & Nail Co. have increased capital stock from $2500 to $25,000.

Detroit, Mich.—The Detroit Tinware Mfg. Co. have sold out to the Standard Can Co.

Evansville, Ind.—The Whitney Hoop & Stave factory, recently destroyed by fire at Mt. Carmel, Ill., will locate here. The plant will cost $100,000 and employ 150 men.

Hastings, Mich.—The International Seal & Lock Co. will rebuild their plant, putting up a 50x100 feet brick building, with a 40-h. p. power plant.

New Britain, Conn.—B. H. Hibbard has been awarded the contract for building two additions to the Landers, Frary & Clark Mfg. Co.'s Hardware works on Commercial Street, and for building an additional story to the building occupied by the forging room. The aggregate contracts amount to $15,000. One of the additions is to be used for foundry purposes and will contain an annealing room, rolling mill, etc. It will be 75x25 feet. The other factory addition will be for the manufacture of general Hardware. It will be a three-story building, 75x35 feet, and will contain two elevator shafts. The work of building another story to the forging room has been commenced, and will be pushed forward as rapidly as possible.

West Superior, Mich.—The Gage Stove Co. plant has been secured by the Inter-State Malleable Iron & Machine Works, of Minneapolis.

Recent Fires.

Chester, Pa.—H. B. Black & Co., axe factory damaged by fire to the extent of $2000.

Massillon, Ohio.—Fire has destroyed between $75,000 and $100,000 worth of property at Russell & Co.'s threshing machine and engine works.

South Dighton, Mass.—The works of the Dighton Stove Lining Co. were almost completely destroyed by fire, with a loss estimated at $20,000.

Miscellaneous.

New York, N. Y.—At a meeting of the directors of the United States Rubber Co., the retiring officers were elected for the ensuing year, and Lester Leland and Charles L. Johnson were added to the executive committee of the company.

Paxton, Ill.—The Hardware Mfg. Co. have received an order from the University of Illinois for the finishing in antique copper of fifty medallion portraits of Lincoln and McKinley. This order follows a sample of their work executed recently, which highly pleased the faculty of that institution.

Digitized by Google

..THE..

"AUTOMATIC"

BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

Self-Governing.

Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,

NEW YORK.
CHICAGO.

WANTED

JOB AND SPECIAL LOTS

FOR SPOT.

...SEND FULL PARTICULARS...

BROWNE & MANSFIELD,

241 BROADWAY, NEW YORK.

COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

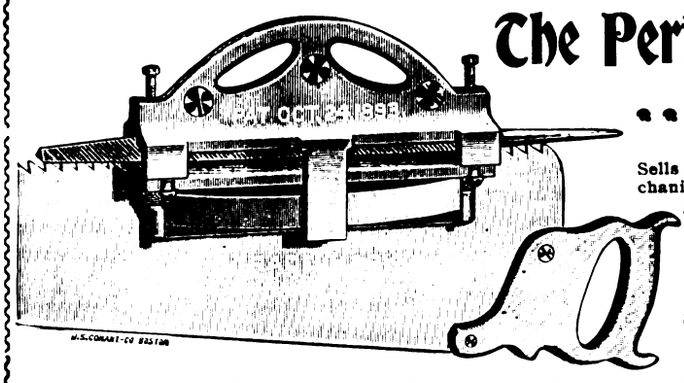
Sargent's Steel Squares.

"The most complete and decidedly the most convenient Square for the operative workman in the market." That is what is said of Sargent's Squares in the well-known book, the "Steel Square and Its Uses." Sargent's Steel Squares are made of the best double-refined spring steel. The genuine are stamped thus: SARGENT & CO. NEW HAVEN, CT. and are fully warranted.

Sargent & Co.,

New Haven, Conn. New York. Philadelphia. Boston.

The Perfect Saw ... Jointer



Sells at sight. Every mechanic needs it! Uses any kind of a file. Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC., on application.

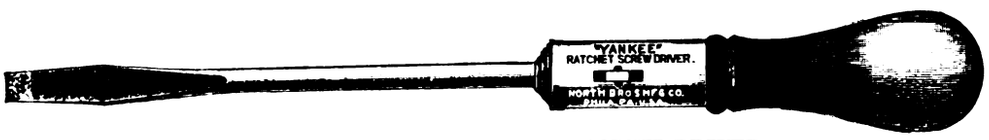
THE PIKE MFG. CO., - PIKE STATION, N. H.

THE WALLACE BARNES CO.,

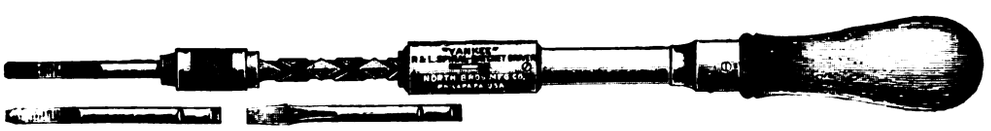
BRISTOL, CONN., U. S. A.

Manufacturers of SMALL SPRINGS of every description; and dealers in WIRE and COLD ROLLED STEEL.

ESTABLISHED 1857.



NO. 10 "YANKEE" RATCHET SCREW DRIVER.



NO. 30 "YANKEE" SPIRAL-RATCHET SCREW DRIVER.



NO. 40 AUTOMATIC DRILL.

"YANKEE" TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS. SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

MANUFACTURERS,

NORTH BROS. MFG. CO.,

PHILADELPHIA, PA.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Altoona, Pa.—The Altoona Cycle Co. will open bicycle store at No. 1426 Eleventh Avenue.

Asbury Park, N. J.—W. M. Nichols and J. Edgar Sooy have formed a partnership and opened a store and repair shop.

Bangor, Me.—H. L. Coombs has opened a bicycle store on Mill Street.

Bridgeport, Conn.—Leonard & Beirne have opened a store and repair shop at No. 37 John Street.

Bridgeport, Conn.—Articles of incorporation have been printed of the National Bicycle & Motor Co., with a capital of $2,500,000. The company is organized to manufacture, buy and sell bicycles, motor carriages, automobiles, autotrucks and kindred vehicles.

Bucyrus, Ohio.—E. H. Kisor has opened a store in the Quimby block and will make the Cleveland his leader.

Cambridge Springs, Pa.—L. A. Jones has opened a bicycle store in Root block.

Cambridge Springs, Pa.—Hill & Sherman are putting in a stock of bicycles, which will be in charge of W. H. Hill, son of the senior partner.

Canton, Ohio.—The Canton Hard Rubber Co. has been incorporated by F. Keplinger, Samuel Ake, C. W. Keplinger, G. W. Ake and others to manufacture hard and soft rubber goods. Capital stock, $50,000.

Caribou, Me.—W. R. Trusty has opened a bicycle store on Sweden Street.

Centreville, Mass.—Augustus Chase has opened a store on Forest Avenue.

Chester, Pa.—Wm. H. March has put in a line of bicycles at his store on Edgemont Avenue.

Clifton Heights, Pa.—R. Holt has opened a bicycle store at Springfield Avenue and Broadway.

Clinton, Mass.—A store has been opened in the Fisk block, by A. O. Scribner, who has placed D. K. Bartlett in charge.

Crystal, N. D.—Geo. W. Marshall, Hardware, sporting goods, etc., has opened store.

Fairport, N. Y.—Buckley & Co. will open a bicycle store on West Avenue.

Falls Village, Conn.—Darling Bros. have opened a bicycle store.

Fillmore, N.Y.—L. D. Wildey has opened a bicycle store in the Minard building.

Flushing, N. Y.—Crowley & Travis have opened a new bicycle store.

Freehold, N.J.—H. A. Bowne & Co. have opened a bicycle store.

Glencoe, Minn.—W. G. Gould is building bicycle store on Hennepin Avenue.

Greenwich, Conn.—C. J. Ferris and J. F. Lally have formed a partnership under the name of Ferris & Lally, and will open a store in the News building.

Huntsville, Ala.—J. A. Bell & Co. have opened new bicycle store on Madison Street.

Kittery, Me.—The International Pneumatic Service Co. has been incorporated by Chas. E. Sammons, A. A. Folsom, Herbert N. Dawes, Jos. B. Beldiveau and F. E. Rowell, to manufacture and deal in pneumatic tubes. Capital stock, $1,000,000.

La Crosse, Wis.—C. A. Krebaum has opened bicycle store.

London, Ont.—M. P. Scott and E. Mahler have opened a store.

Long Branch, N. J.—Frank C. Storck, of Red Bank, N. J., has opened a branch store on Norwood Avenue. D. C. Clayton is in charge.

Naugatuck, Conn.—J. R. Murphy has opened a bicycle store on Water Street.

Newport, R. I.—Henry L. De Blois has opened a Hardware and sporting goods store.

New York, N. Y.—The American Bicycle Co. has been incorporated under the laws of New Jersey by James C. Young, Charles W. Pierson and A. Gordon Murray to manufacture and sell bicycles, automobiles, vehicles and electric and other motors. Capital stock, $80,000,000.

Norwich, Conn.—R. Beckwith has opened new bicycle store.

Peekskill, N. Y.—Charles A. Miller has opened a bicycle and sporting goods store at No. 1049 Main Street.

Poland, N. Y.—W. B. Cane has opened a bicycle store.

Port Jervis, N. Y.—George M. Decker has opened a bicycle store in the Lockwood building.

Portland, Me.—The Boston Woven Hose & Rubber Co. has been incorporated by W. L. Symonds, H. B. Burrill and C. H. Tolman, manufacturing rubber hose and bicycle tires. Capital stock, $1,200,000.

Rockford, Ill. — Bohner & Son have opened new bicycle store on North Fourth Street.

Rockland, Mass.—The Rockland Cycle Co., of which Charles R. Hawkes is manager, have opened a bicycle store on Union Street.

Scranton, Pa. — Edward Robling and Chas. P. Marion have formed a partnership under the name of Robling & Marion, and have opened a store at No. 439 Penn Avenue.

Springfield, Mass.—Amos Kubik has taken the agency for the Industrial cycle, and has opened a store at No. 33 Fort Street. He has also the agency for the Taylor tire.

St Paul, Minn.—The Northwestern Cycle Co. have opened bicycle store in Grand Opera House block.

West Duluth, Minn.—The C. M. Phillips Co. have opened a bicycle store and repair shop in the Silvey block.

Wheeling, W. Va.—The Wheeling Novelty & Machine Works have been incorporated by R. E. Schubart, August Wiedebusche, Chas. Menkemeller and Herman Friedrich, for the manufacture of bicycles, etc.

Changes and Improvements.

Chattanooga, Tenn.—J. W. Clouse & Co., bicycles; E. A. Bonfield will retire.

Hamburg, Pa.—W. I. Wilhelm has secured possession of the old Wilhelm factory, which has been idle for more than a year, and expects to get in running order in a few weeks.

Henderson, Neb.—A. C. Neufeld has disposed of his agricultural implement stock, and will hereafter confine himself to the sale of Hardware, sporting goods, etc.

Lancaster, N. H.—Wm. L. Rowell, bicycle repairs, reported to have sold out.

Linwood, Neb.—James Havlik, Hardware, sporting goods, etc., is erecting a new store.

Meadville, Pa.—The Schreiber-Munhall Mfg. Co., bicycles, reported to have dissolved; Mr. Munhall continues.

New York, N.Y.—The Shelby Steel Tube Co., bicycle tubing, bicycle supplies, etc., have closed out New York stock to Peter A. Frasse & Co. No. 94 Fulton Street, who are now their representatives in Greater New York for bicycle tubing, etc., and will handle all the business in this line in that district. The company's general Eastern office continues at No. 144 Chambers Street, New York, in charge of L. B. Thornburgh.

New York, N. Y.—The Iven-Brandenburg Co., with offices in New York, Rochester and Chicago, have removed their New York branch from No. 101 to No. 56 Reade Street.

New Orleans, La.—H. L. Hunt, proprietor of the Hunt Cycle Mfg. & Supply Co., has found it necessary on account of the rapid growth of his business, to and more room, and has fitted up a neat display department at No. 1906 Third Avenue, which is next door to his present store and shop.

Oswego, N.Y.—Smith, Van Horne & Co., dealers in Hardware, sporting goods, etc., are about to retire from business.

Philadelphia, Pa.—McGee & Young, bicycle dealers, have been succeeded by William C. Young.

Philadelphia, Pa.—George S. Kennedy, dealer in sporting goods, has sold his stock.

Quogue, N.Y.—Wm. H. Jessup, bicycles, reported to have sold out.

Spokane, Wash.—The Jensen, King, Byrd Co., sporting goods, etc., will shortly take possession of their new quarters.

Utica, N. Y.—Lewis & Gage, bicycle dealers; Bert B. Gage has retired from the firm.

Recent Embarrassments.

Chicago, Ill.—The Earl Mfg. Co., bicycles and bicycle sundries, Frederick F. Westcott and Henry C. Davis, doing business under this name, have made an assignment. Assets, $500; liabilities, $12,000.

Columbus, Ohio.—B. E. Harris & Co., bicycle supplies, have made an assignment. Assets, $25,000; liabilities, $15,000.

Recent Fires.

Houston, Tex.—March J. Culmore, bicycles, damaged by fire.

Digitized by Google

A. MUGFORD · DESIGNER
ENGRAVER · ELECTROTYPER
HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING
ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

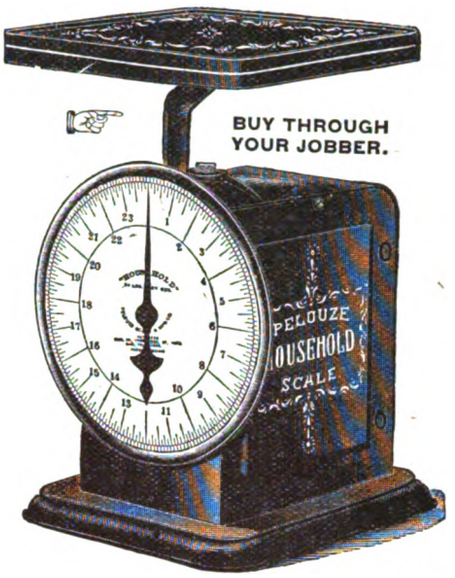
DUNBAR BROTHERS
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL STEEL BRASS WIRE
BRISTOL CONN. P.O. BOX 416

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
ALSO HEADQUARTERS FOR
GALVANIZED AND TINNED NAILS,
BOAT NAILS, SPIKES, ROUND IRON RODS,
SLATING & ROOFING NAILS, SLATERS' TOOLS,
COPPER NAILS AND TACKS,
279 PEARL ST., NEW YORK.
ESTABLISHED 57 YEARS.

PELOUZE
"Household" Scale
24 LBS. BY OZS.
Acknowledged to be the BEST on the market
PRICE $1.50
ONLY $12.00 PER DOZ.
Net to the trade.

Made of cold rolled steel throughout.
Beautifully japanned and striped.
Large white enameled dial, very serviceable and distinct.
Enameled steel top plate, absolutely unbreakable.
Occupies less space than other scales.
Can be instantly adjusted for scoop.
Weight, boxed, only 4¼ lbs.
EVERY SCALE WARRANTED.

PELOUZE SCALE & MFG. CO.,
CHICAGO, ILL.,
Mfrs. Reliable Postal, Counter, Confectionery, Ice and Market Scales, Spring Balances, etc.



KRETSINGER
Cut-easy-Hoe
(TRADE MARK)



DO YOU SEE THAT EDGE

It's sinuous—it's beveled— it's sharp.

IT CUTS---CUTS EASILY.

Easy to sell, and at a big profit.

MADE EXCLUSIVELY BY

THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.

One of the First and Last Advertisers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852.
Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS · · SEND FOR CATALOGUE.

STANDARD STEEL WIRE NAILS.

SIZES, LENGTH AND NUMBER TO THE POUND.

SIZES.	Length.	Common.	Barbed Common.	Clinch.	Fence.	Finishing	Barbed Finishing	Fine.	Barrel.	Casing.	Smooth Box.	Barbed Box.	Flooring Brads.	Barbed Oval-Head Car Nail. Light.	Barbed Oval-Head Car Nail. Heavy.	Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Wire Spikes.	Length.	SIZES.
	¾ in	....	....	....	....	....	....	....	1500	....	....	....	....	....	....	....	714	....	....	2100	....	¾ in	
	⅞ "	....	....	....	....	....	....	....	1000	....	....	....	....	....	....	....	469	....	....	1780	....	⅞ "	
2d	1 "	1200	876	710	....	1658	1558	1550	875	1350	1350	1143	....	....	....	411	411	....	....	1500	....	1 "	2d
3d Fine	1⅛ "	....	....	....	....	....	....	1140	775	....	....	....	....	....	....	....	....	....	....	....	....	1⅛ "	3d Fine
3d Com	1¼ "	720	568	429	....	980	913	....	560	913	913	885	....	....	....	329	251	....	....	....	....	1¼ "	3d Com.
	1⅜ "	....	....	....	....	....	....	....	390	....	....	....	....	....	....	....	....	....	....	....	....	1⅜ "	
4d	1½ "	432	357	274	....	760	584	760	350	584	584	530	....	274	165	209	165	....	274	....	....	1½ "	4d
5d	1¾ "	300	235	235	142	575	410	....	....	410	410	406	....	142	118	142	142	270	235	....	....	1¾ "	5d
6d	2 "	252	204	157	124	350	268	....	....	310	310	299	157	124	103	....	103	204	157	....	....	2 "	6d
7d	2¼ "	186	139	139	92	275	238	....	....	238	238	210	139	92	76	....	....	182	139	....	....	2¼ "	7d
8d	2½ "	132	99	99	82	190	164	....	....	170	170	170	99	82	69	....	....	125	99	....	....	2½ "	8d
9d	2¾ "	105	90	90	62	173	149	....	....	150	150	147	90	62	54	....	....	114	90	....	....	2¾ "	9d
10d	3 "	87	69	83	50	137	105	....	....	121	121	121	69	57	50	....	....	83	69	....	50	3 "	10d
12d	3¼ "	66	53	64	38	98	97	....	....	97	97	94	53	47	38	....	....	....	....	....	....	3¼ "	12d
16d	3½ "	51	43	59	30	81	71	....	....	72	72	72	43	43	35	....	....	....	....	....	35	3½ "	16d
20d	4 "	35	31	43	23	71	54	....	....	54	54	53	....	31	26	....	....	....	....	....	26	4 "	20d
30d	4½ "	27	24	....	....	....	....	....	....	46	46	44	....	28	24	....	....	....	....	....	20	4½ "	30d
40d	5 "	21	18	....	....	....	....	....	....	36	36	36	....	21	18	....	....	....	....	....	15	5 "	40d
50d	5½ "	15	....	....	....	....	....	....	....	....	....	....	....	17	14	....	....	....	....	....	12	5½ "	50d
60d	6 "	12	....	....	....	....	....	....	....	....	....	....	....	15	13	....	....	....	....	....	10	6 "	60d
	6½ "																				9	6½ "	
	7 "																				7	7 "	
	8 "																				5	8 "	
	9 "																				4½	9 "	

3⅝ lbs. of 4d Common, or 2⅜ lbs. of 3d Common, will lay 1000 shingles.
3¾ lbs. of 3d Fine will put on 1000 laths, 4 nails to the lath.

Hopkins' "Handy Notes and Queries."

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS

Digitized by Google

Tack Manufacturer.

One of the first processes in the manufacture of tacks is that of pickling the Bessemer steel or best quality iron sheets. These sheets are about 16 inches by 36 inches or 20 inches by 86 inches in size, and quite thin. The pickling solution is of blue vitriol, which removes all foreign substances and renders the metal more pliable to work. A bath of hot lime thoroughly dries the sheets. The sheets are next taken to the cutter, where carefully arranged steel knives cut the sheets into any width desired, ranging from ¼-inch to 2 inches; each strip retains its original length. The strips now have jagged edges, but after going through a powerful machine the rough edges are removed, leaving a very smooth surface. The strips are now ready for the tack machine, the knives of which cut the strips into the thickness required. Each little piece of metal as it leaves the knives is forced into a two-sided glove that closes tightly and gives to the tack the point and corrugations which lend to its holding qualities. At the same time a hammer strikes the broad end of the tack, putting a head on it, and it then drops into a receptacle beneath. The tack is now complete, save the placing in a revolving barrel, or tumbler, which gives a bright finish. Blued tacks are colored by heat, and tinned tacks, after being dipped in the metal, having been previously pickled, are riddled and sieved in a circular drum to prevent their "sticking" together.—*Iron and Coal Trades Review.*

"What appears to be the matter with your father?" inquired the doctor, as he hastily put his clothes on.

"He's got the plumbago," replied the boy. "I think that's what ma says it is."

"Pain in the small of the back, I presume," said the doctor.

"No, sir, he hain't got no small of the back. My paw weighs 284 pounds."—*Exchange.*

THUROSCOPE

A WINDOW MIRROR

To ascertain who rings the door bell; also showing a moving panorama for nearly a mile.

Leaflet tells the tale.



FOR

Housekeepers AND **Invalids.**

BAYER & CO.,

MAKERS,

19 N. Juniper St.,

PHILADELPHIA, PA.

WATERBURY BRASS CO.,

60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

·PERCUSSION CAPS

OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES

OF EVERY DESCRIPTION.

BLIZZARD No. 1.

Patent applied for.

A Cold Day for Rats.

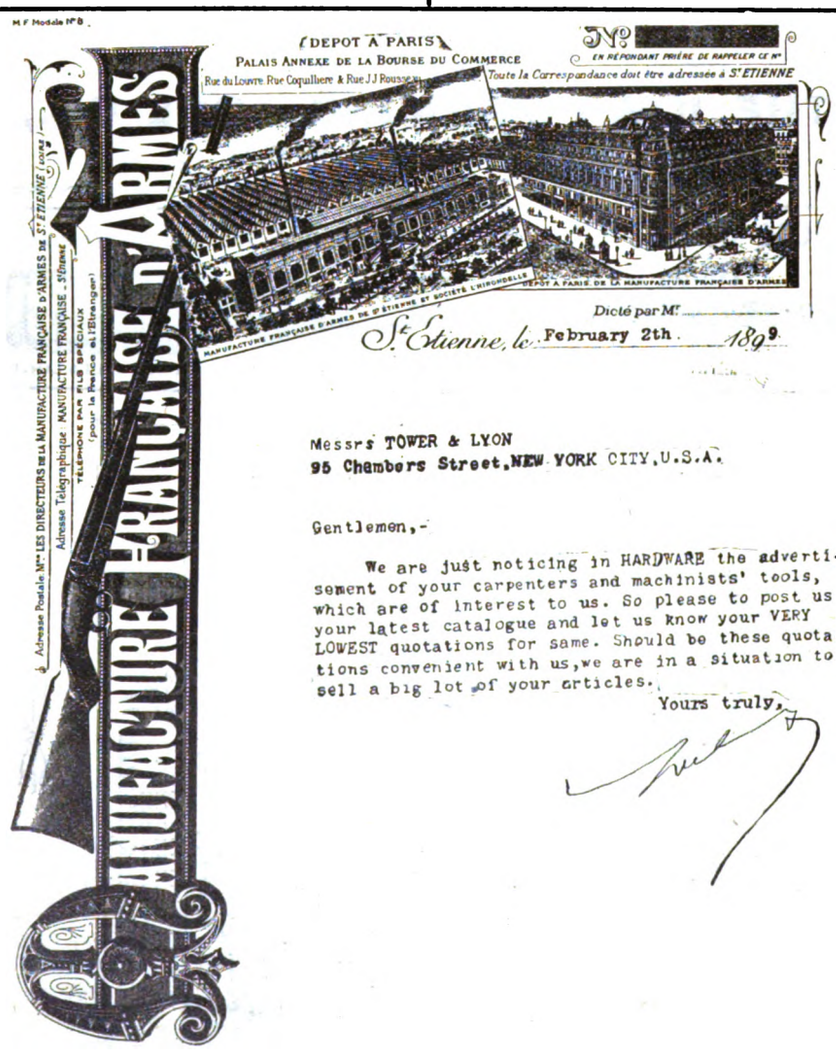


SET WITH SAFETY LEVER.

IT DON'T CRACK YOUR FINGERS.

No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, ...Pa...



THE AUDIT COMPANY

OF NEW YORK,

Equitable Building, 120 Broadway.

Acting President, AUGUST BELMONT. Vice-President, WILLIAM A NASH
Manager, THOMAS L. GREENE. Chief Consulting Auditor. STEPHEN LITTLE.

Consulting Engineers,
WM. BARCLAY PARSONS. F. S. PEARSON.
FORD, BACON & DAVIS.

Secretary and Treasurer,
EDWARD T PERINE.

DIRECTORS:

August Belmont,	A J. Cassatt,
Frederic P. Olcott,	Marcellus Hartley,
James Stillman,	Charles R. Flint,
William A. Nash,	George Coppell,
Joseph S. Auerbach,	G. B. M. Harvey,
George G. Haven,	John I. Waterbury,
George W. Young	

ADVISORY COMMITTEE of STOCKHOLDERS:

W. Bayard Cutting,	T. Jefferson Coolidge, Jr.,
Walter G Oakman,	Charles S. Fairchild,
A. D Juilliard,	Gustav E Kissel,
Henry W. Poor,	Isaac N. Seligman,
Louis Fitzgerald,	E. R. Chapman.

Physical and Accounting Examinations.

In addition to accounting examinations, the charter of The Audit Company of New York authorizes it to examine and report upon the physical condition and economy of operation among others of Electric Railway, Illuminating and other Companies. It also appraises the values of manufacturing and other plants.

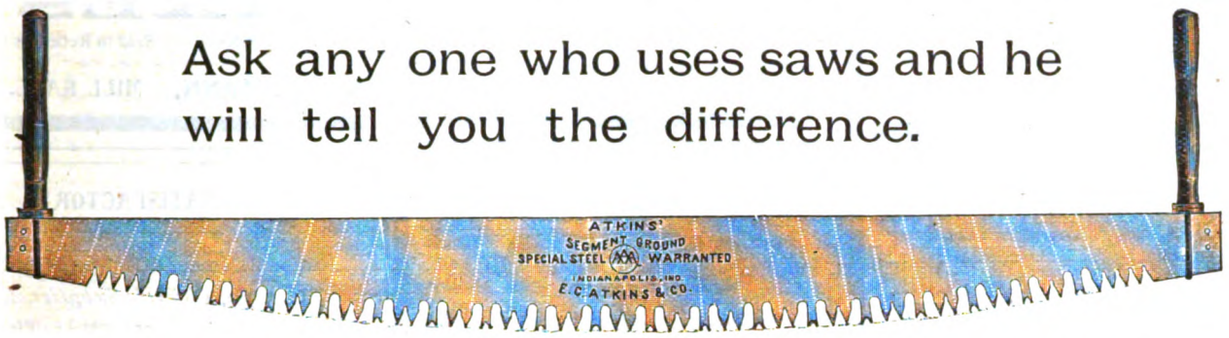
Physical and accounting examinations combined afford a correct basis for corporation financing and for valuation of corporate securities or partnership interests.

Digitized by Google

Atkins Saws are in one class.

. . . All others are in another.

Ask any one who uses saws and he will tell you the difference.



ATKINS "SEGMENT GROUND" CROSSCUTS

BEAT THE WORLD.

E. C. Atkins & Co., Saw Mfrs.,

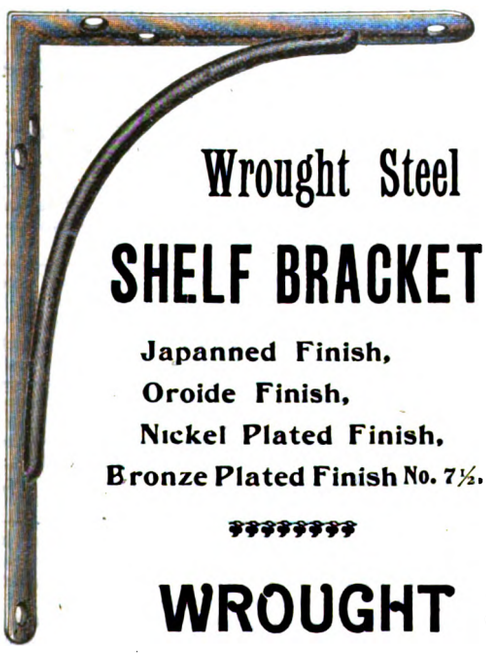
WRITE FOR PRICES. INDIANAPOLIS, IND.

RUSSELL & ERWIN MANUFACTURING CO.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

MANUFACTURERS OF

BUILDERS' AND OTHER HARDWARE.



Wrought Steel

SHELF BRACKET

Japanned Finish,
Oroide Finish,
Nickel Plated Finish,
Bronze Plated Finish No. 7½.



WROUGHT PADLOCKS.

"COLUMBIA"

Ivory Black, Oroide Finish, and Brass Cases.
2 Nickel Plated Steel Keys.

WROUGHT STEEL DOOR LOCKS.

Digitized by Google

PRIEST'S CLIPPERS

BALL BEARINGS



Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA



RIVETS AND WIRE NAILS.



C. C. & E. P. TOWNSEND,

New Brighton, Penn.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.



SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs,

AND

Novelties in Wood, Metal, etc.

Established 1870. . . . Manufactured by

James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

The True American Hand Made

AXES

By the Old Process. Sold to Retailers Only.

WM. H. MANN, MILL HALL, PA.



IRON & WIRE FENCING

ELLIS & HELFENBERGER,

500 SENATE — INDIANAPOLIS, IND.

EXPANSION BOLTS.

FAsk for Catalogue B.



Single and Double.

For fastening all kinds of structure to brick and stone work.

STEWARD & ROMAINE MFG. CO.,

SOLE MANUFACTURERS, Philadelphia.

VERY SATISFACTORY.

National Cement & Rubber Mfg. Co., Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

AN energetic, up-to-date, successful Hardware salesman; must be familiar with all modern methods of getting and retaining customers. A good chance for the right man. State age, experience, reference and wages wanted. CARLTON HARDWARE CO., Calumet, Mich.

SPECIALTY salesman, to sell full line of cutlery and Hardware specialties on commission for reliable New York firm. Territory now open: New York State, Indiana, Illinois, Iowa, Wisconsin, Minnesota and Far West. Write for particulars. Address CUTLERY, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York.

WANTED.—An active young man with some knowledge of the retail general Hardware business. The proper party will find this an admirable opportunity for future advancement. Address LOCK DRAW L, Catskill, N. Y.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent as salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No 143 Chambers Street, New York.

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill, factory furnace work, etc. Address, GEORGE HERGET, care of Medart Paten Pulley Co., St. Louis, Mo.

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala.

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

WANTED, by a practical Hardwareman, a position as salesman or stock clerk. Salary moderate; reference A1. Address OLD IRON, care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, New York.

THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same; fully competent of taking entire charge of this department, wishes position with a good house, that will appreciate ability and good character. Address F. O. B., care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

Situations Wanted.

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

EXPERIENCED salesman would like line of refrigerators, ice cream freezers, stove boards, shovels, axes and Hardware specialties direct from manufacturer, on commission for New York State. Address, SALESMAN, 192 Hoyt Street, Buffalo, N. Y.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

REPRESENTATIVE wanted in every city and town to visit Hardware and house-furnishing trade. BAYER & CO., manufacturers of Thuroscope, No. 19 N. Juniper Street, Philadelphia, Pa.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

Wanted to Purchase.

A SMALL Hardware manufacturing business, having an established trade, which will be sold outright, is wanted by an intending purchaser. Address, "PURCHASER," care HARDWARE, No. 143 Chambers Street, New York.

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. Box 195, Hoboken, N. J.

Hardware Business For Sale.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Attention, Manufacturers!

FIRMS contemplating going into the enamelling business or wishing a new formula to enable them to add to their present lines in one or two coated ware, are invited to correspond. Highest references. "EXPERIENCED ENAMELLER," care HARDWARE, No. 143 Chambers Street, New York.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of four years.

"TRACE MANY SALES TO 'HARDWARE.'"

Philadelphia Lawn Mower Co., Philadelphia, Pa. [*Lawn Mowers*]: We have been with you for some years, and can trace many sales to HARDWARE's influence.

"ON OUR AD. LIST AS ONE OF THE BEST."

Troy Nickel Works, Troy, N. Y. [*Alaska Stove Hardware*]: You are on our advertising list as one of the best. We will be glad to keep you in this position.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"BEST INVESTMENT EVER MADE."

Divine Bros., Chadwicks, N. Y. [*Buffing Wheels*]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

"BEEN WITH YOU FROM THE BEGINNING."

Union Metallic Cartridge Co., New York. [*Ammunition*]: We have been with you as advertisers from the beginning and expect to continue.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

Perfection Ventilator



NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. CO.,
231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

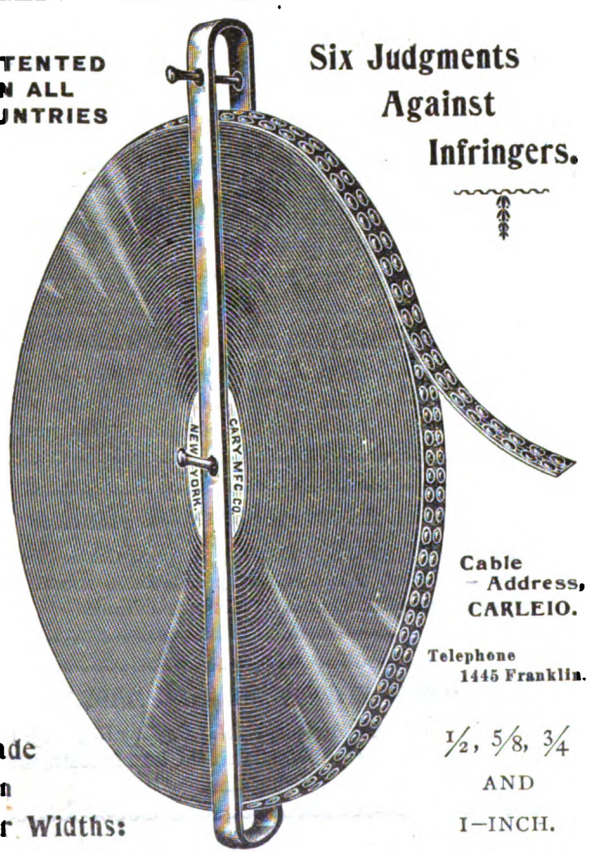
We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

Common Names of Chemical Substances.

Common Names.	Chemical Names.
Aqua Fortis	Nitric Acid.
Aqua Regia	Nitro-Muriatic Acid.
Blue Vitriol	Sulphate of Copper.
Cream of Tartar	Bitartrate Potassium.
Calomel	Chloride of Mercury.
Chalk	Carbonate Calcium.
Salt of Tartar	Carbonate of Potassa.
Caustic Potassa	Hydrate Potassium.
Chloroform	Chloride of Gormyle.
Common Salt	Chloride of Sodium.
Copperas, or Green Vitriol	Sulphate of Iron.
Corrosive Sublimate	Bi-Chloride of Mercury.
Diamond	Pure Carbon.
Dry Alum	Sulphate Alluminum and Potassium.
Epsom Salts	Sulphate of Magnesia.
Ethiops Mineral	Black Sulphide of Mercury.
Fire Damp	Light Carburetted Hydrogen.
Galena	Sulphide of Lead.
Glauber's Salt	Sulphate of Sodium.
Glucose	Grape Sugar.
Goulard Water	Basic Acetate of Lead.
Iron Pyrites	Bi-Sulphide of Iron.
Jeweler's Putty	Oxide of Tin.
King's Yellow	Sulphide of Arsenic.
Laughing Gas	Protoxide of Nitrogen.
Lime	Oxide of Calcium.
Lunar Caustic	Nitrate of Silver.
Mosaic Gold	Bi-Sulphide of Tin.
Muriate of Lime	Chloride of Calcium.
Nitre of Saltpetre	Nitrate of Potash.
Oil of Vitriol	Sulphuric Acid.
Potash	Oxide of Potassium.
Realgar	Sulphide of Arsenic.
Red Lead	Oxide of Lead.
Rust of Iron	Oxide of Iron.
Salmoniac	Muriate of Ammonia.
Slacked Lime	Hydrate Calcium.
Soda	Oxide of Sodium.
Spirits of Hartshorn	Ammonia.
Spirit of Salt	Hydro-Chloric or Muriatic Acid.
Stucco, or Plaster of Paris	Sulphate of Lime.
Sugar of Lead	Acetate of Lead.
Verdigris	Basic Acetate of Copper.
Vermillion	Sulphide of Mercury.
Vinegar	Acetic Acid (Diluted).
Volatile Alkali	Ammonia.
Water	Oxide of Hydrogen
White Precipitate	Ammoniated Mercury.
White Vitriol	Sulphate of Zinc.

To Obtain the Weight of Grindstones.

RULE: Square the diameter (in inches), multiply by thickness (in inches), then multiply by decimal .06363.

EXAMPLE: Find the weight of a stone 4 feet 6 inches diameter and 7 inches thick.

4 ft. 6 in.=54 inch; square of 54=2916; multiplied by 7=20412; multiplied by .06363=ANS., 1298.815 lbs., which is weight of stone. All Grindstones weighing *less* than 200 lbs. are sold at "cut-weight." This is the actual weight over the scales as they come from the lathe (less a fair amount for moisture), and is cut into each stone. All Grindstones weighing *over* 200 pounds are sold by measurement-weight only, rule for which is given.

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters.....
Ship Carpenters..... 40&7½%
Railroad.....

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.....30%
Packing House.....30%

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....37 @ 40c
Musket, Waterproof, 1-10's..58 @ 60c
G. D.....32 @ 35c

CARTRIDGES—
Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle.....25%
Cent. Fire, Military and Sporting 15 & 5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....25&10%
B.B. Caps, Con. Ball, Swgd....25&10%

PRIMERS—
Berdan Primers.....10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers.....10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50.....20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.....65%

SHELLS, LOADED—
"New Club," Black Powder... 40&5%
"Black Club," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
"Trap," Nitro Powder...40&10& 10&5%

GUN WADS—₩ 1000—
B.E., 11 up..60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up..1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50 } 20%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag.....$1.45
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag.....$1.70
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag.....$ .40
Buck Shot, 25-lb bags, ₩ bag...$1.70
Buck Shot, 5-lb bags, ₩ bag....$ .40
Chilled Shot, 25-lb bags, ₩ bag..$1.75
Chilled Shot, 5-lb bags ₩ bag...$ .40
Dust Shot, 25-lb bags, ₩ bag....$1.10
Dust Shot, 5-lb bags, ₩ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra,"
F, FF, FFF, in canisters of 1 lb each..... .35
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
No. 1, 2, 3, 4 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special,
Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder,
In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder,
CO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A,"
CO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each..... 2.25
Blasting and Mining, "B,"
CO, C, F, FF, FFF, FFFF, in kegs of 25 lb each..... 1.50
Fourth of July Powder,
In kegs of 25 lb each..... 2.25
Laflin & Rand Smokeless,
10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.60
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.35
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose,
Camp's Success.....₩ doz. $3.60
Gallen Safety.....₩ doz. $3.75
Hartman's Pivot.....₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....₩ doz. $3.25
Western.....₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire....₩ doz. pairs. .75
Burton's, No. 2....₩ doz. pairs. .75
Burton's, with bolt holder, No. 1.....₩ doz. pairs. $1.00
Kohler's:
Invisible, No. 3.....₩ gro. $6.60
Perfect, No. 2.....₩ gro. $7.00
Bolt Holder, No. 1.....₩ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¾@9¼c
Eagle Anvils, ₩ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾@8¾c
Peter Wright's.....9¾@10¼c
Samson.....9¾&10%
Trenton.....8¾@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....75&10@80%
Common Auger Bits.....75&10@80%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30.60%
Nobles Double Spur, No. 32.70&10%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70&10%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell,...15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, ₩ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.35.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood....40% for metal, 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....60%
New Process.....60&10%
Standard.....60&10%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₩ gr.....$3 00@$3.25
H'ld Scratch ₩ gr.....$3.50@$4.00
Pat. Peg ₩ gr.....33@35c
Sewing, Com.....₩ gro., 85c@$1.00
Should. Peg ₩ gr.....$1.35@$1.45
Shouldered Brad. ₩ gr...$1.50@$1.65
Socket Scratch ₩ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10.....60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $2.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands.$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins.....
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's.... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....60%
D. Simmons & Co.:
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10-lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's:
No. 2000 20 20
₩ doz. 75c 85c $1.65 net
Circular Balances.....60%
Straight Balances.....50%
Circular Spring Balances.50&10@60%
Common 24 lb.....₩ doz. 80c net.
Ice.....50&10%
Straight Spring balances.50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....55%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10%
Moulders.....50&4@50&10%

Belting, Rubber—

Boston Belting Co.;
"Boston".....50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $8; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ ℔.....9½c
Standard, ₩ ℔.....9½c
Manila, ₩ ℔.....10½c
Pure Manila, ₩ ℔.....11 •

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.60.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $2.....33⅓%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts.60&10&10 @70%
Ives' Patent Door Bolts.....66⅔%
Wrought Barrel.....75&10@80%
Wrought Square.....75@75&10%
Wrought Shutter, Standard list.. 60&10&5@70%
Wrought Shutter, Sargent's list.. 60&10&5@70%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10@60&10&5%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....70@10%
Machine.....70@10%
Carriage, Common.....70%
Norway Iron, list Oct. '84.....70&10%
Phila. Eagle, list $3.00.....75&10%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96. 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96.75&10%
Norway, Phila., list Feb. 26, '96. 70&10%
Common, list Feb. 26, '88.....67½%
Norway, Phila.....75%
R. B. & W., list Oct. 16, '84.....70%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....67½%
MISCELLANEOUS—
Stak.....67½%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@30%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	$3.00
Millers Falls.....		7.50 15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co: No. ½ High Pressure Brazers $34.60
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list Ap'l 1, '99 40&10%

Bull Rings—
Humason, Beckley & Co.'s.....30%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....30%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.40@ 40&10%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts..50&10%
Bronzed, Narrow.....50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 66⅔@70%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $5.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Montross' "Excelsior," $6.00 ₩ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Amer. Queen. } Cyco-Bearing
Crystal.....
Gold Medal.....
Grand.....
Grand Rapids.
Hall.....
Prize.....
Premier.....
Superior.....
Welcome.....
} ₩ doz. $37.00 ₩ doz. $33.00 ₩ doz. $24.00 ₩ doz. $36.00 ₩ doz. $22.00 ₩ doz. $30.00 ₩ doz. $24.00 ₩ doz. $24.00 ₩ doz. $24.00 ₩ doz. $24.00
Hotel.....₩ doz. $14.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $33.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ doz. $2.60
Child's.....₩ doz. $3.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $4.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net.$19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9.00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom - Action, Jap	$18.00
Unrivalled, Broom - Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap..	$20.00
Rapid, Broom-Action, Nic...	$22.00
Select, Broom-Action, Jap..	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam-Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic, Cam-Action, Nic..	$24.00
Our Own, Cam-Action, Nic..	$24.00
Imperial, Cam-Action, Nic..	$25.00
Model, Cam-Action, Nic	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom - Action, Nic	$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....66⅔@70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60&10%
French or Phila.....60@66⅔%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix)..60@60&5%
Plate.....66⅔@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co: ¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—
American Proof Coil, in 1000-℔ lots, 3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$4.35 4.35 3.95 3.40 3.35 3.15 3.00 2.90
Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½%
Covert Mfg. Co. Heel Chain..45&2½%
Galvanized Pump Chain, with Buckets.....5@5½c
German Coil.....60&10&5@70%
German Halter Chain.60&10&5@70%
Jack Chain, Iron.....70%
Jack Chain, Brass.....60@60&10%
Oneida Halter Chain.....60@60&10%
Plumbers.....50&10%
Trace, Wagon and Fancy Chains, New List.....60&10 &5@70%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....20%
Charles Buck.....20%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....20%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....25 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ₩ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $3.00.....20%
Cushman's:
Combination.....40%
Independent.....20%
Morse's Adjustable, each $7.00...20%
Syracuse, Bals Pat.....20%
Skinner's Pat. Drill Chucks.....20%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.20%

Clamps—
Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P.S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $2.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $3.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $2.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75¢
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ₩ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglas.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Watrous.....30&10@40%
L. & I. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3 00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz, $5.00

Easy Lawn Swings—
Ulrich Mfg. Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.25
Dover, No. 10.....₩ gro. $5.50
Dover, Steel Handle No. 10, ₩ gro.....$7.50
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00
Rival.....₩ gro., $12 00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6°c. each.
Gas Burners, Electric....50c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking....$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CC FF.
Kegs, ₩ lb.	4½c	5c	3c
½ kegs, ₩ lb.	4¾c	5¼c	3¼c
¼ kegs, ₩ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans less than 10..	10c	10c	8c

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.33
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz, $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse. ₩ 1000 ft.$5.90

Gas Burners, Self-Lighting—
Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....50&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $2.00
Assorted 2 and 3.....₩ gr. $2.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75..... .....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand....50%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&5%
Over 5 lb.....₩ lb 30c
Heavy Weights.....30@30&10%
Wilkinson's Smiths....9½c@10c ₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.25	1.50

50&10@70%

Digitized by Google

Drawer Handles.....90%
Ring Handles.....70%
Roggin's Latches.....60&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.33
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@50%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Seah Pull Plates.....70&10%
Seah Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....⅌ gr. $2.25@2.50
Auger, large.....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3⅝%.....40%
Auger, Swan's, Pat. ⅌ set, No. 2, $1.00; No. 4, $1.25.....35&10%
Brad Awl.....⅌ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Dieston's Crossc ut.....50%
File, assorted.....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2½%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.50&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....60@60&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60&5%
New Model.....4'&5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ⅌ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz.....40&10%
Wrought.....85&10&5@90%
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Wadsworth's.....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate, Rolled Raised } 70&10%
Plate Hinges "Providence" 6 to 12 in. ⅌ lb, 5c. 14 to 36 in. ⅌ lb, 4c.
Screw Hook and Strap. { 6 to 12 in., ⅌ lb..2¾c; 14 to 20 in., ⅌ lb..2¾c; 22 to 36 in., ⅌ lb..2¾c

STRAP AND T HINGES—
Light Strap Hinges.....70&10&10%
Heavy Strap Hinges.....75&5&10%
Light T Hinges.....65&10%
Heavy T Hinges.....70&10%
Extra Heavy T Hinges.....70&10%
Long Chest Hinges.....55&10%
Hinge Hasps.....55&10%
Crate Hasps.....55&10%
Crate Hinges.....70&10&10%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....30%
Champion.....60%
Kell's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ⅌ gro.....$7.50
New Idea, No. 2, ⅌ gro.....$18.00
Rex.....⅌ gr. $18.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
VanWagoner & Williams Hdw. Co.:
Acme.....60&5%
American.....30%
Columbia, No. 14.....⅌ gro. $8.00
Columbia, No. 18.....⅌ gro. $24.00
Crown.....30%
Gem.....33⅓%
Knoxall.....⅌ gro. $9.00
Oxford.....30%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $18.00

GATE HINGES—
Automatic.....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...⅌ doz $7.80.....60@60&10%
N. E. Reversible.....⅌ doz $5.60 60@60&10%
N. Y. State..⅌ doz $4.90..60@60&10% Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ⅌ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1¼, 2, 2½, 3.....50&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....30&10%
Nos. 40 and 50.....30%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....60&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....30&10%
Champion Gravity Locking, No. 75.....30&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 30&5%
Tip Pattern, Nos. 1, 3 and 5, 30&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....30%
Niagara Gravity Locking, Nos 1, 3 and 5.....30&10%
Noiseless, Nos 50, 60, 65 and 55.30%
O. S. Lull & Porter.....30&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....30&10&5%
Stenger's Positive Locking.....75%
W. H. Co.'s No. 2 Mortise Gravity.....30%
Stanley's Steel Gravity Blind Hinges. ⅌ doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ⅌ doz. $3.50 net
Crescent Cultivator, 7 in. ⅌ doz. $3.75 net
Crescent Double-Bit ⅌ doz. $3.75 net
Crucible Cut-Easy..⅌ doz. $4.50 net
Cotton.....30&7½%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....30%
Ladies' and Boys'.....30&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&30%
Magic.....⅌ doz $4.80
Mattock Hoe.....⅌ doz. $3.75 net
Planter's.....30&15%
Texas Cut-Easy.....⅌ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

HYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—
Hill's:
Rings.....⅌ gr. boxes..$3.00@3.25
Ringers.....⅌ doz. 50@55c
Kohlers, Horse Nail, Ringers, ⅌ gro. $9.00
Perfect Rings.....⅌ gro. $7.00@7.50
Perfect Ringers.....⅌ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....4(&1(%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....60&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....50&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&50&10%
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ⅌ doz. $5.00; Medium ⅌ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....60%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list..50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....60@60&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....⅌ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ⅌ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....50&10%
Crescent, Coat and Hat.....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....65⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. C.....25c 23c 22c 21c 21c. 40&10%
American, all sizes, 9½@10c.....net
Ausable.....24c 23c 25c 24c 25c. 40&10&10&5%
Anchor.....22c 21c 20c 19c 18c.....40%
C. B. K.....25c 24c 23c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..23c 23c 24c 24c 23c 40&5&2%
Clinton Fin.16c 17c 18c 15c 14c. 20&10&5%
Essex.....24c 23c 25c 24c 23c. 40&10@50%
Lyra, all sizes.....9½c., net
Maud S.....25c 23c 23c 21c. 21c 60&10&5%
Neponset.....40%
Northw't'n.23c 23c 23c 21c 19c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden.9½c 9½c9½c 9½c 9½c.. net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ⅌ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.50
Perkins Improved Snow.....⅌ lb 4c
W. & B. Rubber Pad....⅌ set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....30&5%
Competition.....70@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....60&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00 } 25&10&5%
Ice Crusher, No. 3, ⅌ doz. $8.00 }
Ice Crusher, No. 2, ⅌ doz. $6.00 }
Ice Crusher, No. 1, ⅌ doz. $30.00 }
Ice Tools.....⅌ doz. $4.00 }
Sargent's Ice Awls.....25%
Snell's.....30%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ⅌ doz. $6.00... 25@30%
No. 34.....⅌ doz. $15.00.25@25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives. ⅌ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bar'd Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr.....$1.25@$1.50
Carriage, Jap.....⅌ gro. 80c, 60&10%
Door Knobs, Hematite.....50&10%
Door Mineral.....⅌ doz. 60@65c
Door Por. Jap'd.....⅌ doz. 65@70c
Door Por. Nickel...⅌ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 40%

Digitized by Google

Latches—
Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—
Champion....75&10%
Clipper Improved....60&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$4.00 $5.25 $6.50 each net
Pennsylvania....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25&30%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $6.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—
Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—
Lead Pipe, full lengths....₩ ℔ 6¾c
" " cut lengths....₩ ℔ 7¼c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 37½c
Sheet Lead, full rolls....₩ ℔ 7¾c
" " cut rolls....₩ ℔ 8¾c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $8.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 80&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Sampson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....60@60&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Yale....net prices
CABINET—
Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....20&25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Cronk's Garden....33⅓%
Regular Goods....75%

Meat Cutters—
American....30%
Nos....1 2 3 4 5
Each..$6 $7 $10 $35 $60 $80
Dixon's....₩ doz 33⅓%
Nos....1 2 3 4
$14 $17 $19 $30
Enterprise....25@25&7½%
Nos....5 10 12 20 22 32
Each...$2 $3 $3.50 $5 $4 $6
Hales Pattern ₩ doz....70@70&5%
Nos....11 12 13
$27 $33 $45
Home No. 1..₩ doz $35....60%
Little Giant....50&10%
Nos. 305 310 312 320 322
$35 $43 $44 $72 $68
Miles' Challenge ₩ doz...45@45&10%
Nos....1 2 3
$23 $30 $40
Woodruff's ₩ doz....33⅓%
Nos....100 150
$15 $18
Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....85@85&5%
PICTURE—
Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24.00, 40%
Pelican....₩ doz $9.00, 40@40&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled....₩ gro. $10.00
Hunters' Cup Point, Plain....₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 30%
Turner & Seymour Mfg. Co....50%

Nuts—
Cold Punched, Square, off list. $5.80
Hex, off list....$6.10
Hot Pressed, Square, off list..$6.10
Hex, off list....$6.80

Oilers—
Brass and Copper....50&10%
Cushman & Denison's:
Gem....₩ doz. .50
Leader....₩ doz. .60
Perfect Oilers....₩ doz. $1.50
Star Pocket Oilers....₩ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼, " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ₩ ℔.... .34
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanizing, Pure per ℔ 70c....30&5%
Extra....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%
MISCELLANEOUS—
American Packing....9c@10c ₩ ℔
Cotton Packing....13c@14c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@5½c ₩ ℔
Russian Packing...13½c@13½c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star....₩ doz 4.00
New Lightning....₩ doz 5.50
Penn....₩ doz 8.75
Perfection....₩ doz 4.00
Reading, 72....₩ doz 4.00
Reading, 78....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style....₩ doz 4.50
Turntable, 1898....₩ doz 5.00
White Mountain....₩ doz 4.00
POTATO—
Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2.18@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon....₩ gro. 4.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....70@75%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%
IRON PLANES—
Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@25&10&10%
Steer's Iron Planes..50&10@50&10&5
PLANE IRONS—
Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....30&5@25%

Pliers and Nippers—
Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish, Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓&40%

Polish, Stove—
Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $3.50
1½ qt. ₩ doz. $ .85; ₩ gr. $3.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—
Disston's Samson Digger, ₩ doz. $34.00....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25....₩ doz. $10.00
Invincible, No. 6....₩ doz. $ 9.00
Pioneer, No. 714....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49....₩ doz. $12.00
New Champion, No. 37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $20.00, 20%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 336, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 443, 3 in. Lift Pump.....$10.00
No. 103, Fig. 443, 3½ in. Lift Pump.....$13.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 250, Fig. 403, Windmill Pump.....$13.50
No. 285, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 573, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—
Barn Door, Light, In. ⅛ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N. T.....₱ 100 ft. $3.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₱ ft., 35c.....30&10%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&3½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.25@$3.15
Lawn Queen, Impr'd, net ₱ doz. $3.35@$3.50
Jumbo.....net ₱ doz. $7.00 @$9.00
Paragon....net ₱ doz. $2.85@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓&5%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....50%
White Japanned.....40%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....50%
White Porcelain.....30%
Solid Brass and Bronze Metal.30%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40@10&10%
Hose with Burrs.....40@10&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk.....70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or coppered.....70%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope
Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5½@ 6c
Manila:
7-16 in. and larger..₱ ℔ 9¾c
⅜ in.....₱ ℔ 10¼c
¼ and 5-16 in.....₱ ℔ 10¾c
Hay Rope, Med.....₱ ℔ 5¾c
Sisal:
7-16 in. and larger....₱ ℔ 8¾c
⅜ in.....₱ ℔ 9¼c
¼ and 5-16 in.....₱ ℔ 9¾c
Med. L'th Y'rn.....₱ ℔ 8¾c
Hay Rope.....₱ ℔ 8¾c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%

Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₱ ℔ 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ℔ 16@18c
Cable Laid Russia....₱ ℔ 12½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 35c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
United States:
B Quality.....₱ ℔, 18c
C Quality.....₱ ℔, 16½c
White Cotton, Hard Braided. ₱ ℔, 16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.05%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob.....65%
Wrought Bronze and Brass..62½%
Cast Iron.....60⅔&5%
Cast Bronze and Brass.....60⅔&5%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide.....60%
Band ¼ in. to 1¾ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....3 %
Wood Saw Blades.....4 %
Wood Saw Rods.....75%
Hand Saws, Nos 12, 99, 9, 16, D100, 108, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 117, 107½ 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....3 %
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $30.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. $8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$12.00@$12.10
Striped.....$13.15@$13.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '99.50&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....75%
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard, low list.....50%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Grimn.....65&10%
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₱ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓&%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C. T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....80%
Coppered, Round Head.....75%
Drive Screws, Diamond Point...85%
Iron, Bright Flat Head.....85%
Iron, Br't R'd & Oval Head.....33⅓&%
Nickel Plated, Iron Flat Head...80%
Nickel Plated, Iron R'd Head....80%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron R'd Head....80%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895. 80&10&5%

BENCH, HAND, ETC.—
Bench, Iron, ₱ doz., 1 in., $2.75; 1¼, $3.00; 1½, $3.50
Bench, Wood, Beech, ₱ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—
Raisin, Enterprise.....25@30%

Shaft Couplings—
Bradley's:
Buggy, No. 8, ₱ Set.....$2.25
Surrey, No. 9, ₱ Set..... $2.60

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₱ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...50@50&10
Heinisch's:
St. Trimmers, etc.50&10@50&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning, See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 12, 1895 .....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
O. Ames & Sons:
C. S. Edge.....6@7½%
Pat. Cast Steel.....7½@10%
Blair's Cast Steel.....5%
Bouve's Steel 10%
Carter's Cast Steel.....5%
Sanderson's Cast Steel.....5%
Stone's Cast Steel.....6%
H. M. Myers and other manufacturers are now selling at Association discounts.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw and Kraut Cutters—
Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....20@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $15.00@$18.00
2 Knives.....₱ gro. $20.00@$27.00
Krant Cutters.....50@50&10%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patented Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—
Covert Mfg. Co.....35&2%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2nd Quality.....33⅓&%
Wood.....₱ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—
Nichols Bros.:
Butcher 50%
Table 50%
Kitchen.....5%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks .90&10@90&15%
Carpet Tacks:
American, Blued....90&20@90&25%
American, Tinned...90&20@90&25%
Swedes Iron Tacks:
S. S.....90&30@90&35%
Bill Posters' and Railroad Tacks:
S. S .....90&40@90&50%
Common and Patent Brads..75&10%
Finishing Nails.....80@80&5%
Gimp Tacks:
S. S .....90&35@90&40%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S .....90&30%
Trunk and Clout Nails:
Steel, Black.....80@80&10%
Steel, Tinned.....80@80&10%
Upholsterers' Tacks:
S. S.....90&30@90&40%

MISCELLANEOUS—
Bill Nye Brad Box.....₱ box $4.00
Bill Nye, Jr., Brad Box..₱ box $2.00
Dble. Point.....90&5@90&10%
Miniature Keg Tacks.....66⅔&33⅓&%
Parisian Gilt Nails, carton.....40%
Plymouth Rock Tacks....66⅔&33⅓&%

Tack Pullers—
Columbia, No. 1, per doz., net.....$1
" " 2, " 1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—
American Asses' Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....25%
Lufkin's Steel and metallic..30&10%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—
Union Electric Co.:
Letter A, Complete....each, $16.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tin, Perforated—
Harrington & King Perforating Co.:
IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—
Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓&%
Snips—"Clauss".....50%

Tinware—
Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&5%

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25&20%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓&%
Prentiss'.....30@35%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₱ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₱ doz.$1.60
Floor Hooks, ¾ in. ₱ doz. .55
Floor Pulley, Wood Sheave, Fig. 486, ₱ doz.....$2.25
Hanging Hooks for Double Steel Track, ₱ doz..... .50
Hanging Hooks for Single Steel Track, ₱ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₱ doz.$3.00

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .35
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes).$12.00
New Myers Iron Rod Car.....$2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....7@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—
Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5(@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—
Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ d z $2.50.15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mat Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—
Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden 40%
C. E. Jennings & Co.:
Brick..... ....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....35%

Vises—

Solid Box.....60&10
V. W. & W.....60%

PARALLEL—
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....5(&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor..... .....30%
Prentiss..... .....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&1(%

SAW FILERS—
Bonney's Nos. 2 & 3.....$15.00.....50&10%
Cincinnati.....50%
Disston's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's..... .....40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No. 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....20%
Bright Wire Goods, New list.....40&10@10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 0 to 18.....
Cop'd, Nos. 0 to 18.....
Galv., Nos. 0 to 18.....
Tin'd, Tinned list Nos. 0 to 18
Picture Wire.....New list 35&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ ₤.....60@70c
Stub's Steel Wire.....$6.60 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$2.00

Wire Rope—

List.
Cast-steel.....7½&2½&2% cash
Iron.....7½&2½&2% cash
Iron, Galvanized.7½&2½&2% cash

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....60@60&10%
Aiken's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Armstrong's.....40%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....55%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's.....30@33⅓%
Cincinnati Tool Co:
Bit.....15@15&10%
Standard Brace.....15@15&10%
Coes':
Genuine.....40&10&5&5&2%
"Mechanics'."..... 40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme.....60@60&5%
Always Ready.....35@40&10
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1892...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....40c
Linseed, City, Boiled, in barrels ₩ gallon.....42c
Out of Town on Spot..₩ gal.....40c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $30.00@$31.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₤.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₤ net.....6¼
In lots of 500 pounds and over, ₩ ₤.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ₤ 8½@9c
Litharge, Kegs, ₩ ₤.....5½@6c
Zinc, American, Dry, ₩ ₤....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1⅞
Putty in Bladders.....1⅞@2
Putty in Tins.....2@2¼

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....4[illegible] @—c

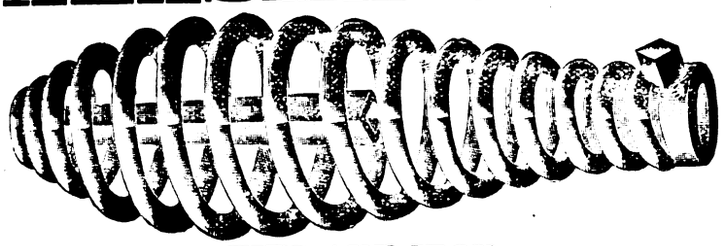
Dry Colors—

Blue, Chinese.....₩ ₤ 30 @35
Blue, Prussian.....₩ ₤ 29 @33
Blue, Ultramarine..₩ ₤ 6 @30
Sienna, Italian, burnt & powdered ₩ ₤ 4½@10 c
Sienna, Italian, raw & powdered...₩ ₤ 3 @7 c
Umber, Turkey, burnt.....₩ ₤ 2½@3½c
Umber, Turkey, raw.....₩ ₤ 2½@3½c
Green, Chrome, Ordinary.....₩ ₤ 4 @11
Green, Paris, in bulk, ₩ ₤ 15@1
Indian Red, American.....₩ ₤ 2½@ 3 c
Indian Red, English..... ...₩ ₤ 4½@8½

Colors in Oil—

Black Lampblack, Best..... ₩ ₤ 13 @15 c
Black Lampblack, common .....₩ ₤ 7 @ 10 c
Blue, Chinese.....₩ ₤ 35 @40 c
Blue, Prussian .....₩ ₤ 25 @35 c
Blue, Ultramarine..₩ ₤ 16 @20 c
Sienna, bur't .....₩ ₤ 14 @18 c
Sienna, raw.....₩ ₤ 14 @18 c
Umber, burnt.....₩ ₤ 13 @16 c
Umber raw.....₩ ₤ 13 @16 c
Brown, Vandyke....₩ 13 @18 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

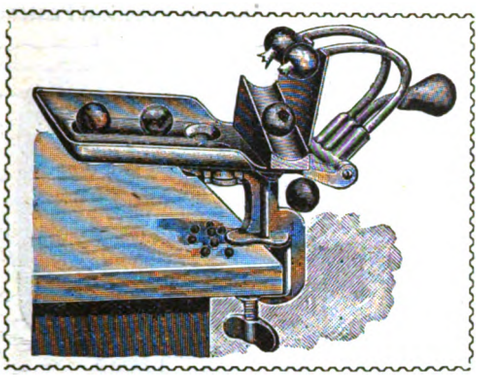
The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

THE FAMILY CHERRY STONER



Is the only Cherry Stoner which removes the stones from ripe cherries and leaves the fruit plump and round as before stoning. All other cherry stoners mash and waste the fruit. . .

Simple, Durable and Cheap.

Needed in every family. Order now, and be sure of stock when wanted. Sold by the jobbing trade generally. . . . . .

MANUFACTURED ONLY BY

GOODELL COMPANY, - ANTRIM, N. H.

NEW YORK OFFICE, 10 WARREN STREET.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

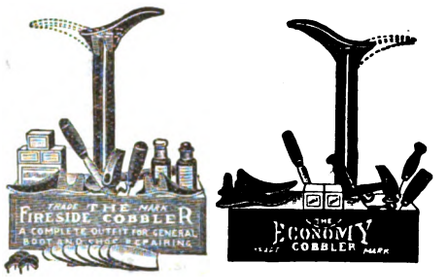
Very Respectfully,

R. HEINISCH'S SONS, CO.

NEW YORK OFFICE: 90 Chambers St. NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO, Plymouth, O.

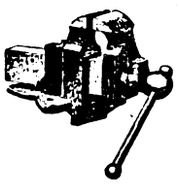
One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of



BENCH VISES.

Price Lists Sent on Application.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

The Walda Sectional Window Weight

is sold only through the Hardware Trade. All inquiries referred to the local dealer. . . .

Square and Round Weights. Hang exactly from the centre. Only 10-inch pockets required. Lock at right angles. Take place of lead weights at one-sixth the cost. Save time and delay by balancing exactly at once.



Weights crated with 100 lbs. in Box; both plainly marked.

The Hardware Dealer requires only five sizes to fill any order. . . .

SEND FOR CIRCULAR.

Barney & Reed Mfg. Co., 85 WATER ST., BOSTON, MASS.

G. W. BRADLEY'S SONS,

FIRE AXES.



BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

Digitized by Google

AN ESTABLISHED SUCCESS.

TRADE MARK:

ROGERS "Anchor" Brand

SILVER-PLATED WARE

bearing the above imprint. Its universal reputation creates a great trade for it wherever there's a demand for the best. It can't be recommended too highly.

Factories:
HARTFORD, CONN.
NORWICH, CONN.
WALLINGFORD, CONN.
TAUNTON, MASS.

Made only by us.

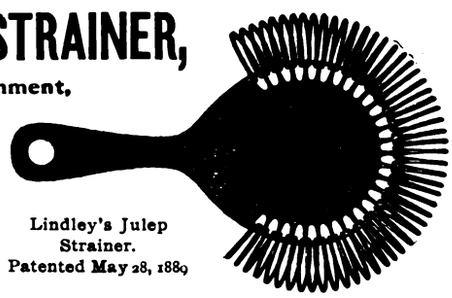
WM. ROGERS MFG. CO.,

Main Office & Salesrooms:
HARTFORD, CONN.
NEW YORK OFFICE,
149 Church Street.
PHILADELPHIA,
506 Commerce St.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver base; special quality silver plate. . . . . .
No place, where drinks are served, is complete without one. . . . . .



Lindley's Julep Strainer.
Patented May 28, 1889

Sample Prepaid, 50 Cents.

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark ✱ ✠

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

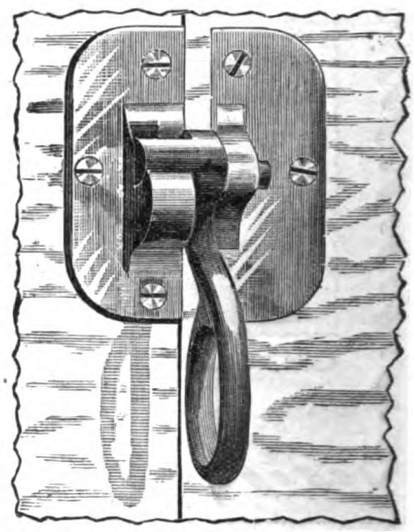
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES,	HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO.,	
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



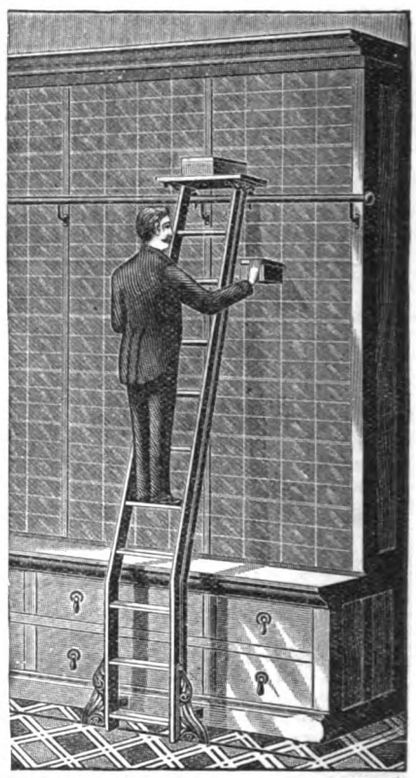
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & Co., 82 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.

Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.

Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.

E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.

Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.

The Audit Co., New York, N. Y.

Augers.

Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.

Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.

Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Basin Plugs.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.

Magnolia Metal Co., New York.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas. J. Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Blind Hinges.

Stanley Works, New Britain, Ct.

Bits.

Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.

Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.

Folding Paper Box Co., South Bend, Ind.

Box Openers.

Smith & Hemenway Co., New York, N. Y.

Box Straps.

Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Brass, Manufacturers.

Waterbury Brass Co., New York

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butter and Cheese Cutters.

E. G. Bennett, Everett, Mass.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.

Fox Cutlery Co., Hoboken, N. J.

Calipers.

Alfred Field & Co., New York.

Car Sealers.

Charles Morrill, New York.

Carpenter's Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Chains.

Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.

Underhill, Clinch & Co., New York.

Chucks.

Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland, Ohio.

Cleavers.

John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.

Burr-Feeler Co., Batavia, I'l.

Coal Screens.

Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.

Pelouse Scale & Mfg. Co., Chicago

Countersinks.

H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.

Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Dubuque, Iowa.
Goodell Co, Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Selner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co, New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enamelled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouse Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co. Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Browne & Mansfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouse Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co. Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
A. E. Hutchinson, Newark, N. J.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.

Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport. Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Pokers.

Troy Nickel Works Albany N. Y.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co, Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia

Reamers.

Standard Tool Co, Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Monarch Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
A. E. Hutchinson, Newark N. J.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N.J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co. Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., For Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welsh & Co., Boston.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.

Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Stop Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.

Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.

Tacks.

Salem Nail Co, New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Thuroscopes.

Bayer & Co., Philadelphia.

Tiles.

Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt-Starr & Co., New York,

Traps.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W.N. Co., Newark, NJ.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Standard Tool Co., Cleve'and, O.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.

Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.

Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Window Weights.

Barney & Reed Mfg. Co., Boston, Mass.

Wire, Manufacturers.

Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.

Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro, Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc.

Bruce & Cook, New York.

Zinc Nails and Tacks.

Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street. NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
Allerton-Clarke Co.....35
American Ring Co.....11
American Shearer Mfg. Co.....44
Ames Sword Co.....7
Arcade File Works.....35
Arcade Mfg. Co.....2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....43
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co.....1
Audit Co.....49
Ausable Horse Nail Co.....3

B

Baeder, Adamson & Co.....5
Bardsley, Jos.....37
Barnes (Wallace) Co.....39
Barnett (G. & H.) Co.....64
Barney & Reed Mfg. Co.....55
Barrett, W. L.....1
Bayer & Co.....42
Berger Bros Co.....14
Berger Bros. Co.....46
Berger, L. D.....4
Bicycle Step Ladder Co.....56
Bigelow, J. F.....11
Bissell Carpet Sweeper Co.....3
Boardman (Luther) & Son.....37
Bommer Bros.....64
Boston & Lockport Block Co.....4
Brainerd-Tanner Co.....2
Brass Goods Mfg. Co.....46
Browne & Mansfield.....39
Bruce & Cook.....17
Bryan Mfg. Co.....4
Burr-Feeler Co.....8
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....18
Capewell Horse Nail Co.....64
Cary Mfg. Co.....46
Chadborn & Coldwell Mfg. Co.....8
Champion Safety Lock Co.....37
Champion Steel Range Co.....2
Chatillon (John) & Sons.....6
Clark & Cowles.....5
Cleveland Stone Co.....7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Clipper Lawn Mower Co.....5
Coates Clipper Mfg. Co.....10
Coes Wrench Co.....7
Coldwell Lawn Mower Co.....9
Conroy (P. J.) Co.....56
Contractors' Plant Mfg. Co.....37
Cooney, Seiner & Co.....2
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cushman & Denison.....33

D

Darby (Edward) & Sons.....63
Dickinson, Thos. L.....37
Disston (Henry) & Sons.....5
Divine Bros.....2
Dixon (Jos.) Crucible Co.....5
Dunbar Bros.....41
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co.....55
Edgar Mfg. Co.....18
Edwards Sad Iron Co.....18
Ellis & Helfenberger.....44
Enterprise Mfg Co. of Pa.....8
Erie Specialty Co.....2
Estey Wire Works Co.....37

F

Field (Alfred) & Co.....56
Fitch (W. & E. T.) Co.....1
Folding Paper Box Co.....54
Fox Cutlery Co.....10
Fuller Bros. & Co.....2

G

Gilbert & Bennett Mfg. Co.....63
Glidden Varnish Co.....32
Gloekler, Bernard.....7
Goodell Co.....55
Goshen Sweeper Co.....33
Gould Packing Co.....63
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co.....2
Hardwaremen's Exchange.....44
Hardware Publishing Co.....16
Harrington & Richardson Arms Co.....8
Hartley & Graham.....1
Heinisch's (R.) Sons Co.....55
Heller (W. C.) & Co.....5
Hill Dryer Co.....17
Hill (N. N.) Brass Co.....46
Holmes & Edwards Silver Co.....56
Holroyd & Co.....7
Howard Iron Works.....55
Hutchinson, A. E.....13

I

Iowa Farming Tool Co.....41
Ives (H. B.) & Co.....15

J

Jennings (C. E.) & Co.....1
Jennings (Russell) Mfg. Co.....63
Johnson's (Iver) Arms & Cycle Works.....33

K

Kearney & Foot Co.....37
Keuffel & Esser Co.....3
Kilbourne & Jacobs Mfg. Co.....34
Kimball Bros.....14
Kohler (F. E.) & Co.....15

L

Lafin & Rand Powder Co.....1
Lafin & Rand Powder Co.....31
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.....2
Leonhardt & Co.....14
Litchfield J. M.....17

M

Magnolia Metal Co.....1
Mann Wm. H.....44
Martin, James F.....44
Mast (J. M.) Mfg. Co.....42
Mayhew (H. H.) Co.....34
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....13
Morrill, Charles.....13
Mugford, A.....41
Myers (F. E.) & Bro.....17

N

National Enameling & Stamping Co.....9
National Saw Co.....10
N. J. Car Spring & Rubber Co.....15
New Jersey Wire Cloth Co.....61
New York Stamping Co.....4
Niles Mfg. Co.....2
North Bros. Mfg. Co.....39

P

Parlin & Orendorff Co.....17
Parry Mfg. Co.....4
Pastime Lawn Mower Co.....9
Payson Mfg. Co.....2
Peck (Fred W.) & Co.....63
Pelouze Scale & Mfg. Co.....41
Pennsylvania Wire Works.....63
Philadelphia Commercial Museum.....15
Pike Mfg. Co.....39
Plume & Atwood Mfg. Co.....39
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co.....1
Putnam Nail Co.....11

Q

Quincy Hardware Mfg. Co.....1

R

Reading Hardware Co.....10
Robertson, Arthur R.....9
Rodgers (Joseph) & Sons.....36
Rogers (Wm.) Mfg. Co.....56
Rolfe, I.....14
Root Bros. Co.....44
Root Bros. Co.....35
Russell & Erwin Mfg. Co.....43

S

Salem Nail Co.....61
Samson Cordage Works.....1
Sargent & Co.....39
Scranton (The) & Co.....
Sedgwick Machine Works.....14
Seed, J. H.....13
Silver Mfg. Co.....2
Sm'th (Wm. G.) & Co.....64
Smith & Egge Mfg. Co.....13
Sommer's (John) Son.....64
Standard Co.....46
Standard Tool Co.....1
Stanley Rule & Level Co.....33
Stanley Works.....
Stebbins (Chas. J.) & Co.....
Stevens (J.) Arms & Tool Co.....
Steward & Romaine Mfg. Co.....44
Stimpson (Edwin B.) & Son.....64
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....37
Sudlow, John W.....11

T

Tie Co.....1
Tower & Lyon.....12
Townsend, C. C. & E. P.....44
Troy Nickel Works.....54
Tuck Mfg. Co.....41

U

Underhill, Clinch & Co.....35
Underh'll, Clinch & Co.....64
Union Hardware Co.....13
Union Metallic Cartridge Co.....1

V

Van Wagoner & Williams Hdw. Co.....64
Voigt, Starr & Co.....5

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....4
Welch (T. F.) Mfg. Co.....63
Wells, Heber.....10
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co.....7
Wright & Colton Wire Cloth Co.....63

Y

Yale & Towne Mfg. Co.....37

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO. ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.
WIRE LATHING WITH HAMMOND'S METAL FURRING.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohocs, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



PENNSYLVANIA WIRE WORKS.



EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

We R the People for

ADJUSTABLE WINDOW AND SCREEN DOORS,

Galvanized Poultry Netting,
Window Screen Wire Cloth,

Electro Rustless Wire Cloth,
Electro Bronze Wire Cloth.

SEND FOR CATALOGUES AND WE WILL QUOTE PRICES.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S
STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS



Digitized by Google

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

P. O. Box 2383. 94 Chambers Street, NEW YORK.

AGENTS FOR

AMERICAN SCREW CO., PROVIDENCE, R. I.
OLIVER AMES & SONS, NORTH EASTON, MASS.
NORWALK LOCK CO., SOUTH NORWALK, CONN.
SNELL MANUFACTURING CO., FISKDALE, MASS.
SAUGATUCK MALLET & HANDLE WORKS, SAUGATUCK, CONN.
GERMANTOWN TOOL WORKS, PHILADELPHIA, PA.
NATIONAL SAW CO., NEWARK, N. J.
NICHOLSON FILE CO., PROVIDENCE, R. I.
G. W. BRADLEY'S SONS, WESTPORT, CONN.
ANTON AUER, BROOKLYN, N. Y.
BRAINERD TANNER CO., ALBANY, N. Y

Edwin B. Stimpson & Son's
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
. . . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight, it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

THIS TRADE MARK (MALTESE CROSS) IS STAMPED ON THE BEST LINE OF FAUCETS ON THE MARKET.
JOHN SOMMER'S SON,
355-365 CENTRAL AVE.,
NEWARK, N. J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

"OLD RELIABLE"
High Grade
BIT STOCK DRILLS, WOOD BITS.



CLEVELAND TWIST DRILL CO.,
New York Store, 99 Reade St.
CLEVELAND, OHIO, U. S. A.

BOMMER
SPRING HINGES
ARE THE BEST
"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS ALL FINISHES
Factory, 351-353 Jay St., Brooklyn, N. Y.



GEM
Spring Hinges.
Twenty Years of
SUCCESS.
BALL TIPS, Made in All Finishes.
Sold by Leading Jobbers.
MADE BY
Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

ALL THE NEWS.

HARDWARE

HARDWARE EXCLUSIVELY

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 6. New York, June 25, 1899. $1.00 A YEAR

SEE PAGE 61

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Cutting Glass Tubes.

SENT FREE ILLUSTRATED CATALOGUE.



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,

Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

Blank Cartridges for Holiday Celebrations

EXTRA CRIMP--LOUDEST REPORT.

Made to fit any Calibre or make, Revolver, Gun or Rifle.

Factory-Loaded Paper Shot Shells, Smokeless Shells,

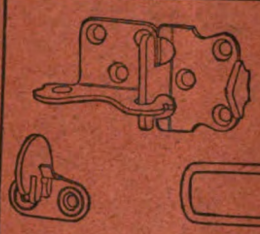
U.M.C. TRADE MARK.

Metallic Ammunition, Wads, Primers, etc.

Union Metallic Cartridge Company,

Bridgeport, Conn.

Send for latest Price List. Agency, 313 Broadway, New York.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

WE MAKE High Grade Tools.

WE WELD Bicycle parts by electricity.

WE EXCEL in keeping our Guarantee to the public.

TWIST DRILLS, REAMERS, CHUCKS,

SEAT POSTS, FORK SIDES.



STEEL TUBE. Standard Sizes and Gauges.

THE... STANDARD TOOL CO.

94 READE ST., NEW YORK.

CLEVELAND, O., U. S. A.

Foreign Representatives:
LONDON: C. W. Burton, Griffiths & Co.
PARIS: Burton Fils, 68 Rue des Marais.
LEIPZIG: Max Heller.
RONSDORF: Carl Blombach.

Please Mention "Hardware"

Manufacturers' Export Code Used.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 57.

CALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible in lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for hard wood. The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in hard wood. We have combined two principles in one, and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* 101 Reade St. NEW YORK.

THE NEW YORK PUBLIC LIBRARY ASTOR AND TILDEN FOUNDATIONS

Digitized by Google

Fuller Brothers & Co.,

139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

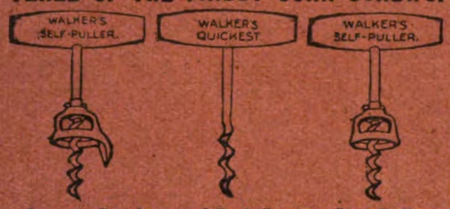
CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.



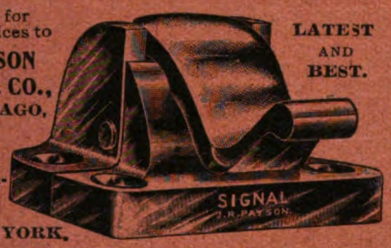
Our 1898 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it,

ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to

PAYSON MFG. CO., CHICAGO, and **88 Chambers St., NEW YORK.**



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,

90 Chambers St., N. Y.

Mfrs. Hardware Specialties,

DICKSON TRANSOM LIFTERS

AND OPENERS.

Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T Locking Pivot.

Also Agency . . .

W. N. BRUNTONS & SON, Scotland,

Mechanical and Music Wire and Steel Rods.

SEND FOR PRICES.

NILES PATENT D. A.



SPRING HINGES AND BLANKS.

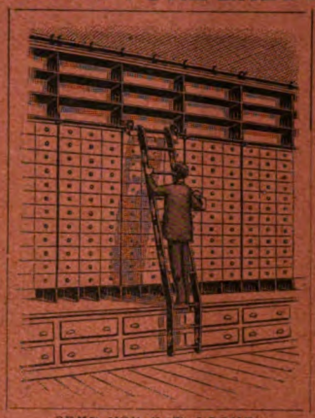
Neat, Quickly Applied, Strong.

Are the Best, Prices Lowest.

NILES MFG. CO.,

13 S. Canal St., CHICAGO.

LANE'S STORE LADDER



SEND FOR CATALOGUE.

LANE BROTHERS CO.,

429-461 Prospect St., POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar.—

Gets as hard as brick—

MY FACE ON EVERY BAG

PRICES

$1.80 per-doz. 10lb. bags in 2 doz. lots
$1.00 per-doz. 6lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel

ADDRESS WILLIAM M. NEWTON
ALBANY, N.Y.

The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have **"Russell Jennings"** stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.

The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

HIGH GRADE

Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

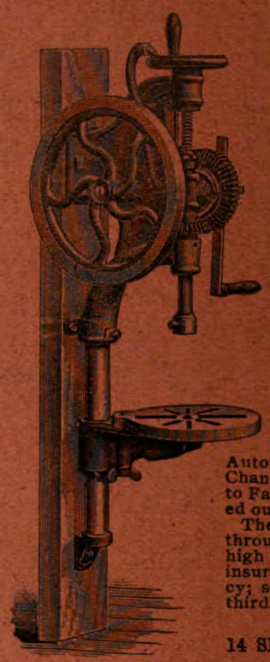
We are the largest manufacturer of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



DRILLS

FOR

BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

$6.00 to $85.00

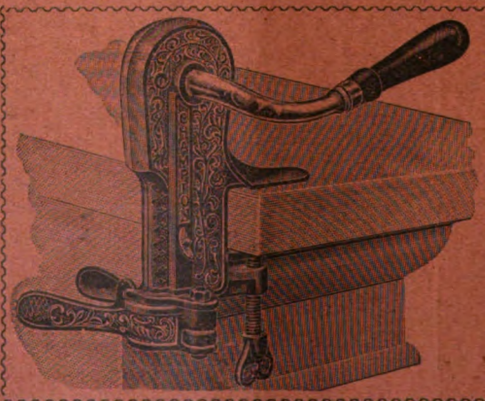
ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.

Special discounts to repairmen.

EVERY DRILL GUARANTEED.

THE SILVER MFG. CO

345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,

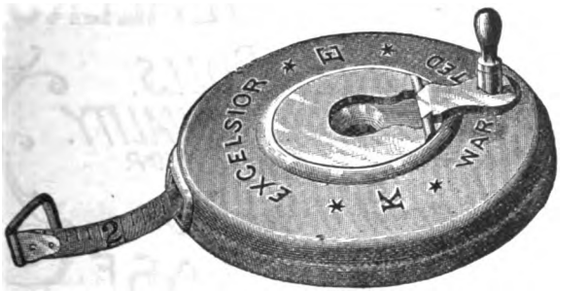
FREEPORT, ILL.

Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER. Send for Catalogue.



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

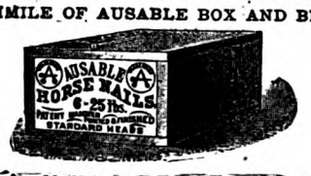
THE ORIGINATORS OF

Hot Forged & Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.



EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

EDGAR Nutmeg Grater.
Price 10c.

EDGAR MFG. CO., READING, ...MASS.

Digitized by Google

Our Family Case of Toilet Paper

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER CO. ALBANY, N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

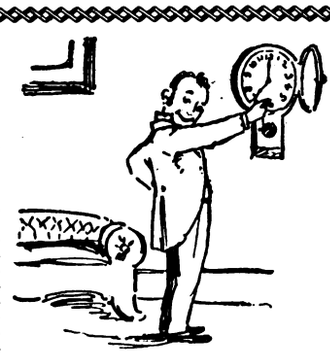
Catalogue on Application.

MADE OF THE FINE Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



A Start in Time

Very often saves much time and more money. Start to-day and send us your orders for wheels. Our wheels are made from the best of Hickory and are perfect in construction. A guarantee with every wheel.

PARRY MFG. CO.,

INDIANAPOLIS, IND.

L. D. BERGER'S OLD METHOD.

NO BETTER ROOFING TIN IS MADE.

SAMPLE & PRICE FREE FOR THE ASKING.

TINNERS' & ROOFERS' SUPPLIES

59 N. 2ND ST. PHILADA. PA.

ESTABLISHED 1835.

JOHN CHATILLON & SONS,

MANUFACTURERS OF

SCALES, BUTCHERS' TOOLS AND MACHINERY.

85 to 93 Cliff Street, NEW YORK.

Sole Agents:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

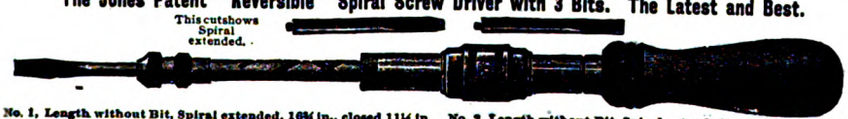
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 10¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 10¾ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

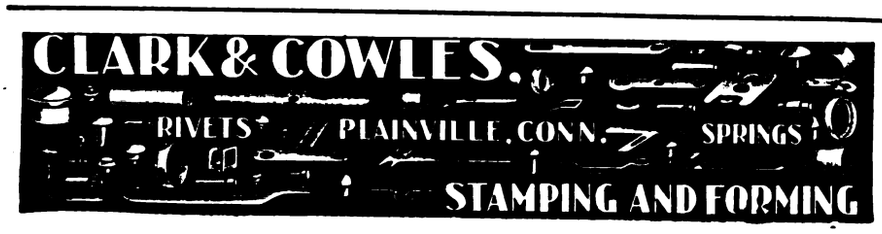
. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 13¼ in. No. 02, Length Spiral Extended, 13¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 67 READE STREET, NEW YORK, U. S. A.



J. MARSCHING & Co.,

MARSCHING'S INDIA GOLD PAINT FOR ORNAMENTAL GILDING

Importers and Manufacturers of

BRONZE POWDERS

In Gold, Aluminum, Copper and all colors.

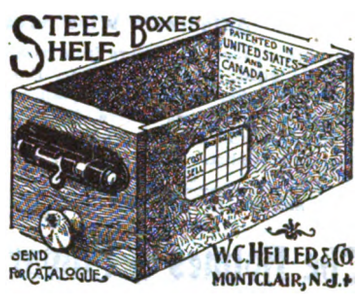
BRILLIANT BRONZES for gilt work on Axes and Tools, Wire and Iron Railings, Hardware Specialties, etc.

LINING BRONZES for fine Striping or Bicycles, Carriages, Lawn Mowers, etc. **GOLD PAINTS** in package form for Hardware dealers.

Send for Samples and Prices.

27 PARK PLACE, NEW YORK.

ESTABLISHED 1869.



You take no risk on the Quality. We make only the Best!



Sand Papers in Reams and Rolls { Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co

700 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
148 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google

AN ESTABLISHED SUCCESS.

TRADE MARK:

ROGERS "Anchor" Brand

SILVER-PLATED WARE

bearing the above imprint. Its universal reputation creates a great trade for it wherever there's a demand for the best. It can't be recommended too highly.

Factories: HARTFORD, CONN. NORWICH, CONN. WALLINGFORD, CONN. TAUNTON, MASS.

Made only by us.

WM. ROGERS MFG. CO.,

Main Office & Salesrooms: HARTFORD, CONN.
NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment.

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 1889

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, LTD.,
SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark * ✠

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

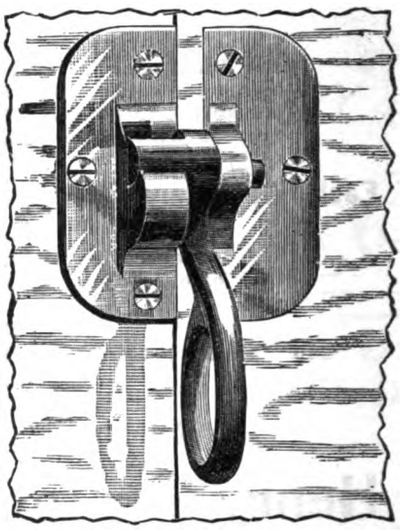
JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, } HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO. }
ELEY BROS., LIMITED, CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT, FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES, SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE, GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE, GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & Co., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CON TINENTAL CUTLERY CO. WALTHAM CUTLERY CO. ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & Co., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

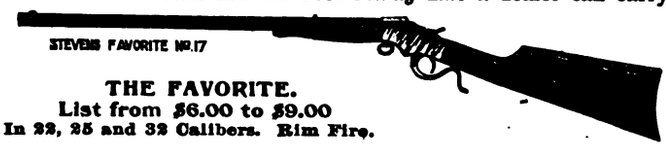
Digitized by Google

STEVENS RIFLES

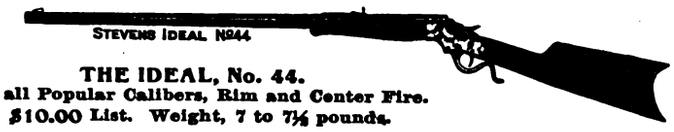
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . . .



THE FAVORITE.
List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

SEND FOR COMPLETE CATALOGUE AND HAND-BOOK.
CORRESPONDENCE WITH TRADE SOLICITED.

J. STEVENS ARMS & TOOL CO., P. O. Box 315, **Chicopee Falls, Mass.**

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship
and **The Continuous Match**

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,
315 BROADWAY, NEW YORK. ILION, N. Y.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839.
Registered April 9, 1895.

Patented Dec. 15, 1891.
Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar, Extra Long Nut for Screw in Jaw.

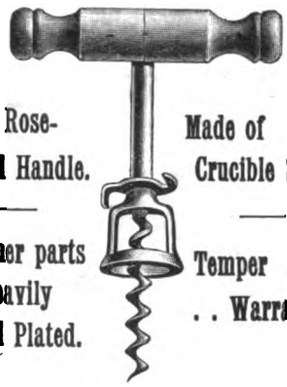
The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

NEW HAND POWER

Combination Cork Screw

CROWN and SEAL OPENER also WIRE CUTTER.



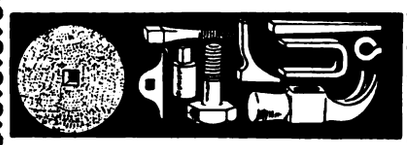
Fancy Rose-wood Handle. — **Made of Crucible Steel.**

All other parts Heavily Nickel Plated. — **Temper . . . . . Warranted.**

No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.



GRINDSTONES

Suitable for all kinds of grinding....

MOUNTED and UNMOUNTED STONE.

Best Grit.
Prompt Shipments.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of **STOCKS & DIES, TAPS, etc.**



Holroyd & Co.,
Waterford, N. Y.

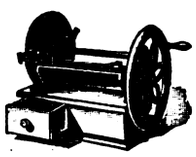
EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Digitized by Google


Sausage Stuffer and Lard Press


Meat Juice Extractor

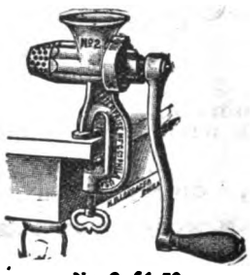

Rotary Smoked Beef Shaver


Raisin and Grape Seeder

ENTERPRISE
Meat and Food
Choppers
TINNED

28 sizes and styles, $1.50 to $275.00


No. 5, $2.00


No. 2, $1.50


No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street


Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

HARRINGTON & RICHARDSON ARMS COMPANY. . .

. . . MAKERS OF

HIGH-GRADE REVOLVERS.

WORCESTER, MASS., U.S.A.

Safe, Reliable, Accurate.

Cut shows our . . .

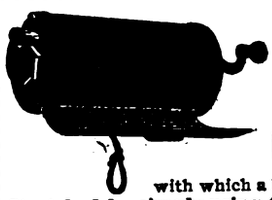
"Premier"

32 Calibre



Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.



This is the **"Proper Clothes Line Reel,"** with which a line can be **Stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, $1.25. Liberal discount to dealers and agents.**

BURR-FESLER CO., Batavia, Ill.

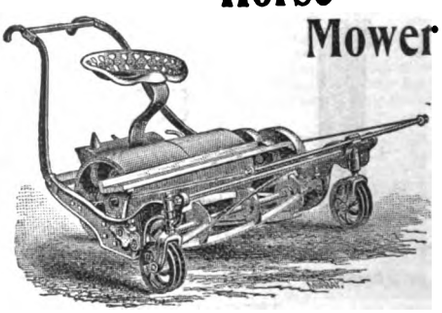
Excelsior Roller Mower



New Model High Wheel Mower



New Excelsior Horse Mower



CHADBORN & COLDWELL MFG. CO.,

SEND FOR OUR 1899 CATALOGUE. NEWBURGH, N. Y.

Digitized by Google

NATIONAL ENAMELING & STAMPING CO.

MAIN OFFICE,
78 & 80 Beekman St.,
NEW YORK.

BRANCHES:
MILWAUKEE, WIS.
ST. LOUIS, MO.
BROOKLYN, E. D., N. Y.
BERLIN, L. I., N. Y.
PORTLAND, CONN.
BALTIMORE, MD.
CHICAGO, ILL.
BELLAIRE, OHIO.
GRANITE CITY, ILL.

The Largest Producers in the World of

ENAMELED AND TIN WARE,

Comprising the following well-known and patented brands:

GRANITE WARE, GREYSTONE WARE, GRANITE STEEL WARE,
AMERICAN STEEL ENAMELED WARE, DIAMOND ENAMELED WARE,
BRILLIANT WARE, OPAL WARE, SCOTCH GRANITE WARE,

In Gray, Blue and White, all White, Marbleized, Flaked and Speckled Goods.

Specialists in all kinds of

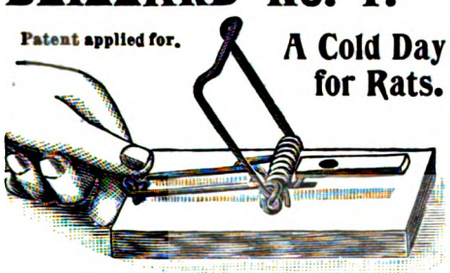
Stamped, Retinned, Decorated, Copper, Galvanized & Japanned Wares, Tinners' Trimmings & Sheet Metal Goods.

Catalogue and price lists sent on application by writing to BRANCH NEAREST TO YOU.

BLIZZARD No. 1.

Patent applied for.

A Cold Day for Rats.

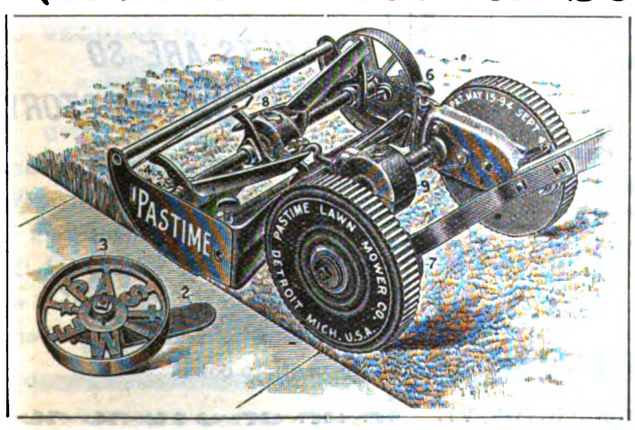


SET WITH SAFETY LEVER.
IT DON'T CRACK YOUR FINGERS.
No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, ...Pa...



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

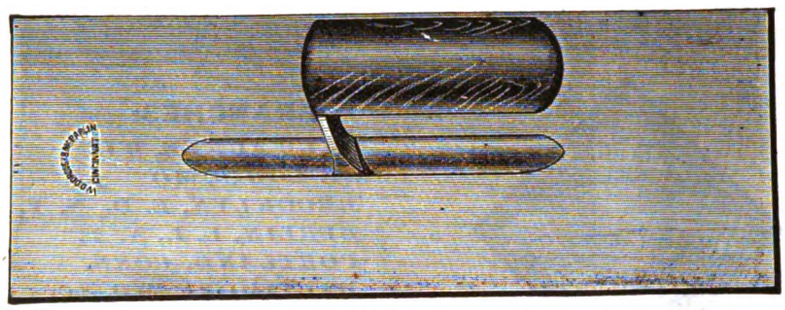
SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.

. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

"FOX TONSORIAL CABINETS."



This cabinet is designed by us to assist the dealer in keeping a selected supply of goods used in shaving, constantly displayed before his customers in an *attractive way* thereby increasing his sales in a profitable line. . . . . .

The contents are *all first-class* and *well selected.* Every article will give *satisfaction* and yield a *good profit.* Goods are invoiced and numbered so that any article can be reordered from us to replenish the case and on all such orders, we prepay the express charges. . . . . .

FOX CUTLERY CO., DUBUQUE, ...IOWA.
MANUFACTURERS AND IMPORTERS,



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

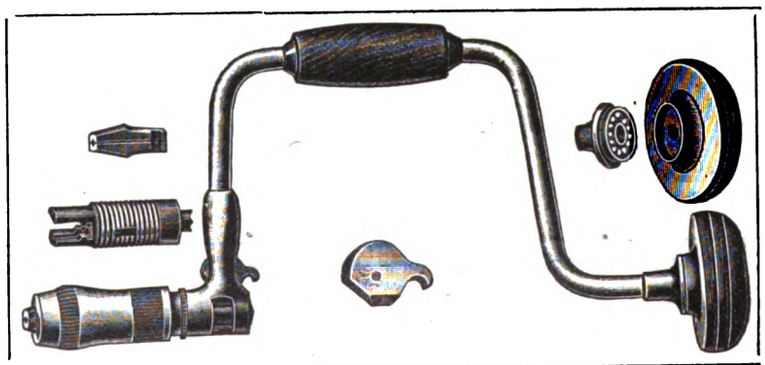
Hair Clippers

ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.

Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.

ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

PATTERN LETTERS

For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.



PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

Door & Window Screens,

Catalogue Free. BURLINGTON, VT.

Digitized by Google



Patented Jan. 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

HORSE AND MULE JEWELRY.



All Tags and Labels on genuine Covert Snaps, Web Goods, Rope Goods and Chain Goods bear the above Trade-Mark.

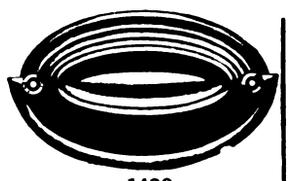
COVERT MFG. CO., West Troy, N.Y.



10004



5044



1420



5045

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.



1428



494



1123



305

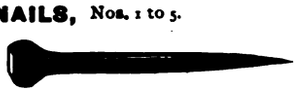
"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

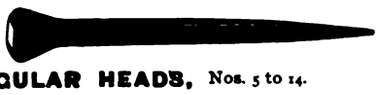
"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



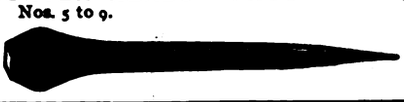
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes, Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

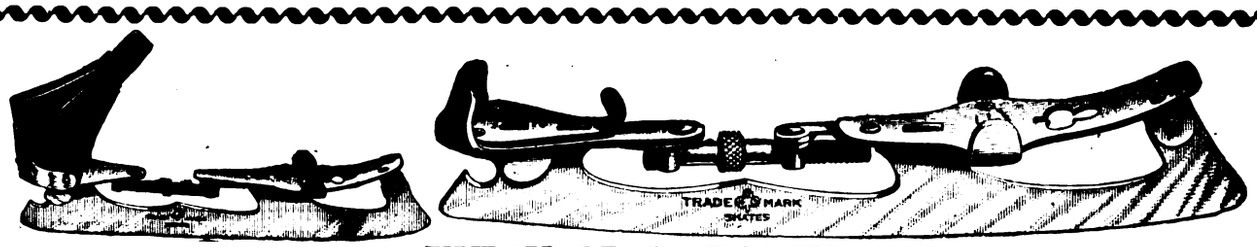
For terms and discounts address

PUTNAM NAIL CO.,

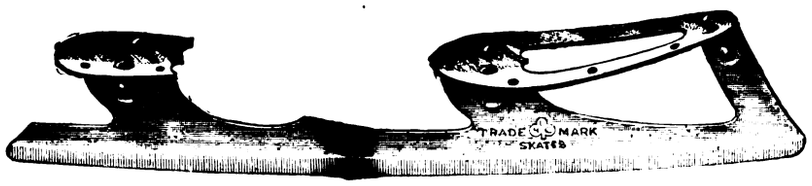
BOSTON, MASS.

Or 235 Lake St., Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

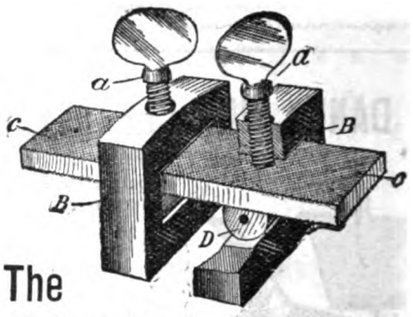


UNION CLUB SKATE.

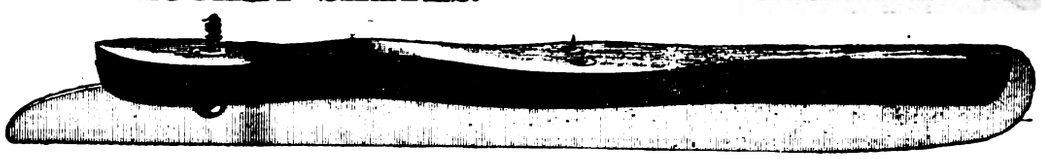




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

(... MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

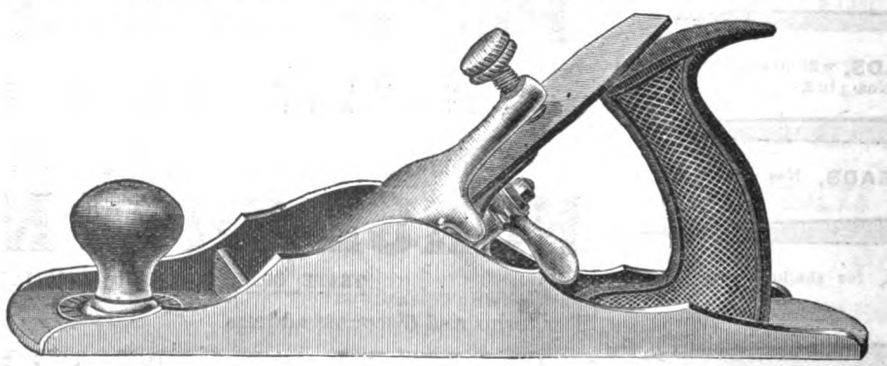
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

Other Tools are very good Tools, but—

"YANKEE" TOOLS are better.



"YANKEE" RATCHET SCREW DRIVER, No 10.

Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



"YANKEE" SPIRAL-RATCHET SCREW DRIVER, No. 30.

Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.



"YANKEE" AUTOMATIC DRILL, No. 40.

For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magagine inside handle as shown in cut below.

SOLD BY LEADING DEALERS IN TOOLS AND HARDWARE.

Insist on "YANKEE" TOOLS



IF YOU WANT THE BEST AT A REASONABLE PRICE.

"YANKEE" TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.

IMPORTANT TO

Hardware Merchants.

We have just printed a

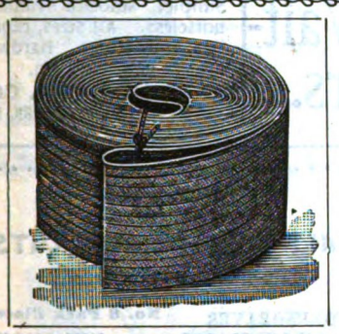
CHART IN THREE COLORS,

measuring 16x44 inches, showing interior design of Hardware store and goods as they appear in our Patent Shelving.

Twenty different combinations are described and priced, the assortments costing from $90 to $700. A limited number will be mailed to dealers on early requests.

J. D. WARREN MFG. CO.,

Masonic Temple, CHICAGO.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*



THE CHAMPION AND MARQUART

are the only . .

Double Flue

Steel Ranges

made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

Strong inducements to pushing dealers. See this paper on the 10th of each month for full description and illustration. Write for prices and discounts.

A. J. Wilkinson & Co., 180-188 Washington St., BOSTON, MASS.

THE ELKINS SAW FILER AND CLAMP

Holds and files a saw perfectly. Makes every tooth the same. Requires no experience. Adjusts instantly to any position desired. Always ready for use. No loose parts to get out of order. Durable, Light and Strong.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.



Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND

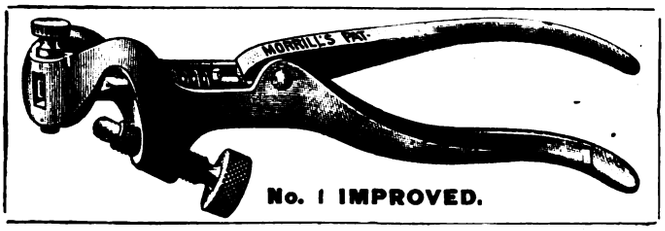
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

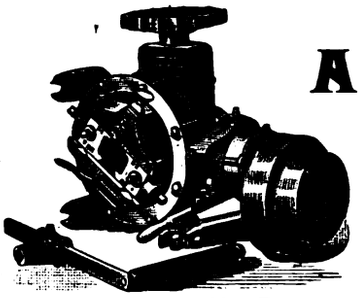
Without a line of

ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.



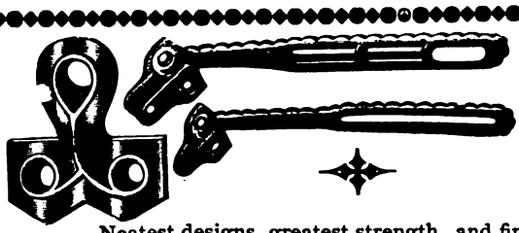
No. 0. Threading Machine, Power Attachment.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 130 CENTRE STREET.——

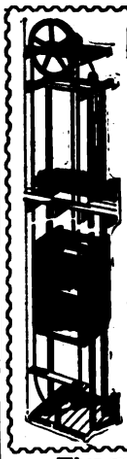


PAIL EARS & SAUCEPAN HANDLES.

Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired. . . .

Send for Catalogue.

BERGER BROS. CO., PHILADELPHIA, PA.



DUMB WAITERS & ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

SEDGWICK MACHINE WORKS,

86 Carroll St., POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Catalogue.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Sixth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple, smooth-running, noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STOWELL MFG. CO., Send for catalogue. NEWARK, N. J.

The Old Compared with the New.

THE credit belongs to the Welch of first making Roofing plate which has performed so large a part in sheltering humanity for so many years. The old Welch method of making tinplates was an honest one, but it had its crudities and imperfections.

The art of making the best tinplate has progressed, as have all other arts, so that the best product of to-day is superior to that made by the old Welch method. The superiority of the best modern plate lies largely in the thoroughly even distribution of the coating metal over the black sheet. This is an important thing for every buyer or user of tinplate to know.

Messrs. Merchant & Co., Inc., of Philadelphia, New York and Chicago, who have for so long a time made a specialty of the highest grade of plates, have contributed some valuable literature on this material within the last year, viz. their booklet *"HOW ROOFING TIN IS MADE"* and *"HOW A TIN ROOF SHOULD BE LAID,"* but not less interesting and valuable is their latest issue entitled *"NOT JUST AS GOOD BUT ACTUALLY BETTER,"* which minutely describes the difference between their method of making plates and the old Welch method. It will afford them pleasure to mail any one or all three of these little works to any name and address sent them to Philadelphia, New York or Chicago.

I. ROLFE,

HALF TONE OR LINE CUTS

...Delivered When Wanted...

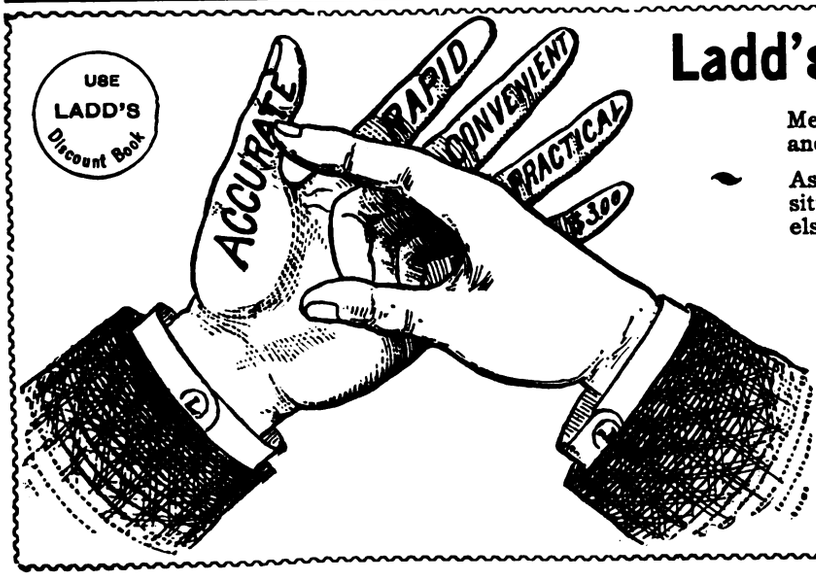
PHOTO-ENGRAVER and ILLUSTRATOR. No. 6 Park Place, NEW YORK.

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse! No injuries as caused by other Studs! Great Saving of Horses and Horseshoes! Price List, with Testimonials, Post Free. Patentees and Sole Manufacturers.

LEONHARDT & CO., SCHOENEBERG-BERLIN, GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street,
Philadelphia, Pa.

The IVES PATENT DOOR BOLTS



Sash Locks
and WINDOW HARDWARE SPECIALTIES.
Leaders with the Trade
30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN and COTTON FIRE HOSE, GARDEN HOSE.



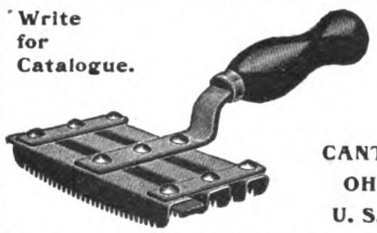
The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

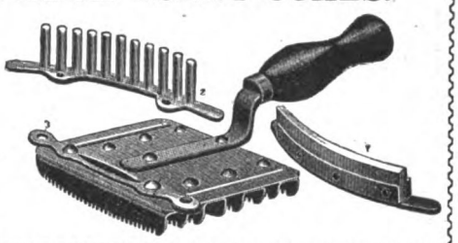
MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

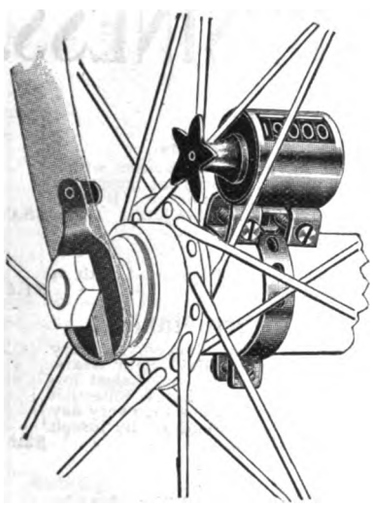
F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both
STIFF and FLEXIBLE BACK CURRY COMBS.

Write for Catalogue.





CANTON, OHIO, U. S. A.



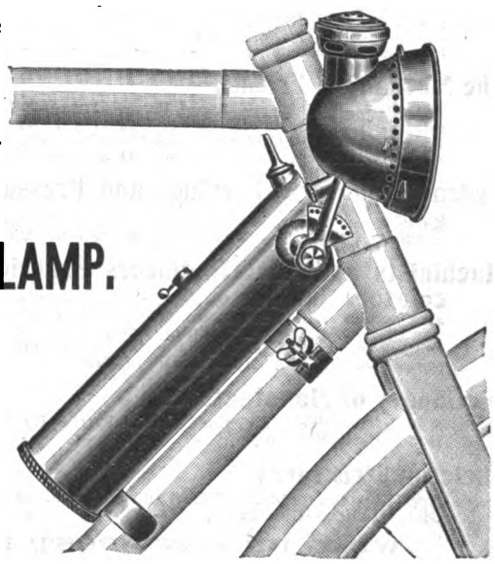
Our Latest Wrinkle,

New Departure "SECURITY" Cyclometer.

(PATENTS PENDING.)

EVERYTHING OUT OF DANGER.
NO MORE BROKEN CYCLOMETERS.
NOISELESS CONCEALED TRIP.

Cyclometer on hub inside of spokes and trip on axle behind fork. Nothing to catch and cause breaking or bending.



THE NEW DEPARTURE ACETYLENE LAMP.

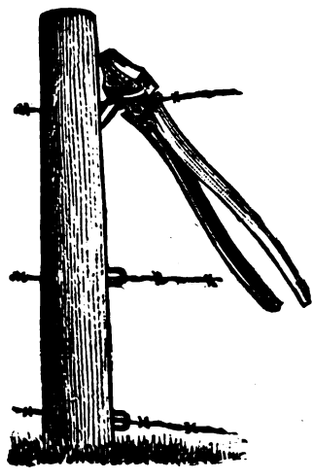
Uses loose carbide.
No special form of charge necessary.
AUTOMATIC GENERATOR FEED.
Flame may be regulated while riding.
Adjustable to throw light at any angle.

The most radical improvement in Acetylene Lamps—the generator and burner separated, insuring

Safety, Reliability, Efficiency.

JOHN H. GRAHAM & CO., Sole Selling Agents, 113 Chambers St., N.Y.

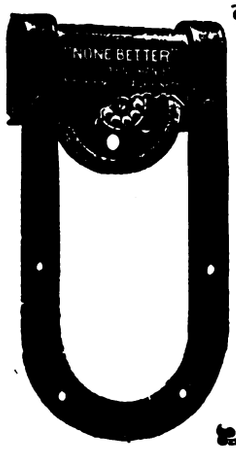
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &C.



F. E. MYERS & BRO.

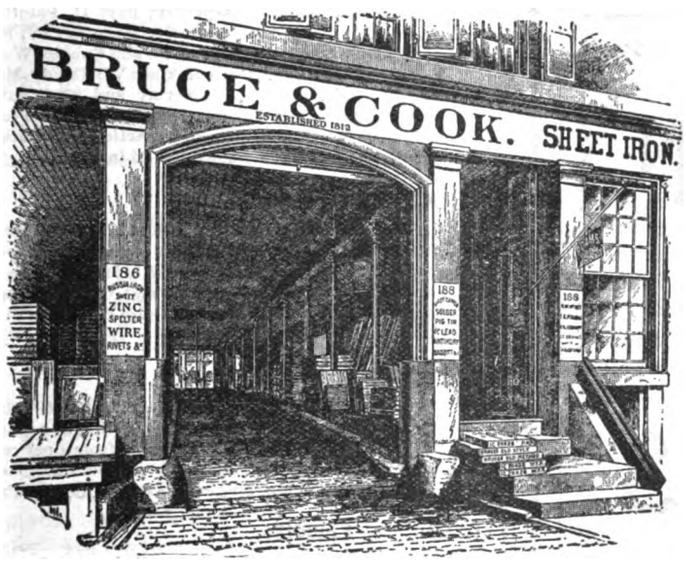
ASHLAND, OHIO.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Wooda.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

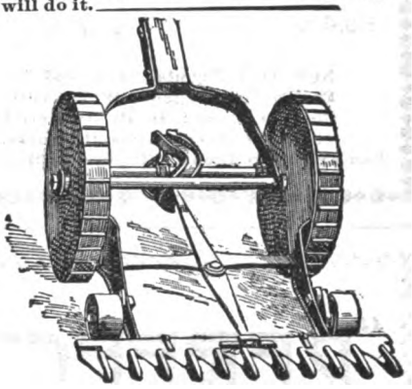
Send for circulars and prices.

. . THE . .

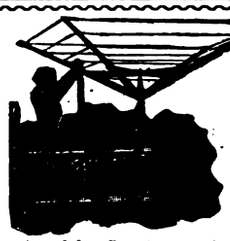
BURR MANUFACTURING CO.
823 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.

The Mower . . .

That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.



HILL Clothes Dryer.

More than 100,000 in use. Both Balcony and Yard Dryers. Sold by the Hardware Trade.

Send for Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

CHEAPEST IN THE WORLD.



Adapted for can faucets also.

J. M. LITCHFIELD,
458 Quincy St., BROOKLYN, N. Y.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

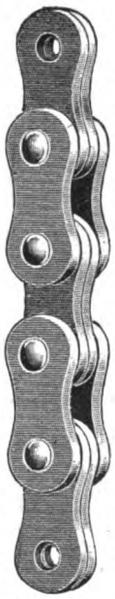


SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING . . .

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

1420 Chestnut Street,

PHILADELPHIA, PA.

BOOKS YOU NEED IN YOUR BUSINESS.

Payne's Business and Social Letter Writer.

Covering every phase of Business and Social Correspondence.—Specimen Letters of every kind and each specimen a model of its kind.—Also Rules for Spelling and Punctuation.—Postal Laws.—Abbreviations.—Latin, French, Spanish and Italian Words and Phrases in Common Use.—350 Pages, Bound in Cloth, - $1.00

Payne's Business Encyclopædia and Practical Educator.

Conceded to be a Thorough, Comprehensive and Exhaustive Compendium of Knowledge Necessary to Business.—Law —Law Forms.—Business Correspondence.—Mercantile Terms.—Tables.—Penmanship.—A full Business Library in one volume.—600 Pages, Substantially Bound, - - - - $2.00

American Plumbing.

For Master Plumbers, Builders, Architects, Apprentices and Householders.—Also contains a Complete Drainage System.—Tells How to Make Joints, Traps and Bends.—In short, every detail in up to date plumbing.—225 Pages, 138 Illustrations, Bound in Cloth, $2.00

The Home Mechanic,

In IX Parts.—Part I, Carpentry; Part II, Painting; III, Sign, Carriage and Decorative Painting; IV, Finishing and Ornamenting Furniture and Cabinet Work; V, Horse-Shoeing; VI, Soap-Making; VII, Candy-Making; VIII, Baking; IX, Taxidermy and its Kindred Arts; and, in conclusion, nearly One Hundred Pages of Recipes for Making Expensive Articles that are in constant demand.—876 Pages, Bound in Cloth, $2.50

The American Hardware Store,

An Exhaustive Treatise on the Most Approved Methods used by Successful Merchants to Arrange, Display and Sell Hardware.—Gives Full Information on all Subjects Appertaining to Store and Office Management.—Edited by R. R. Williams.—450 Pages, 500 Illustrations, Bound in Cloth, - - - $3.00

Ladd's Discount Book,

Comprising 200 Pages of Positively Accurate Tables or more thon 120,000 Computations, giving at a glance the Net of Any Sum at All Discounts from 1 per cent. to 95 per cent. and a great range of Combinations.—The best of its kind. Single Index, $3.00, Double, $4.00

Law Without Lawyers,

By Henry B. Corey.—A Reliable Reference Book on Legal Questions constantly coming up in your business and social life. It will save you many times its price in lawyers' fees. Strong Cloth Binding, - $1.00

Will be sent post paid on receipt of price named.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to

HARDWARE PUBLISHING CO.,

143 Chambers Street, New York City.

Digitized by Google

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.

HARDWARE

Mr. C. C. Woodruff, one of the most popular of the Bissell Carpet Sweeper Co's staff was married on the 14th inst. at the Church of the Incarnation to Miss Genevieve Willis, of New York City.

Neal & Brinker, No. 168 Church Street, New York, have been given the agency for New York City for the Wagner Mfg. Co., Sidney, Ohio, manufacturers of the important line of goods extensively known as Wagner Hollow Ware. The firm also represent the company with the export trade.

V. A. Kashenvenikoff and V. Kishewitch, engineers of the Chinese Eastern Railroad, are at present staying at the Hotel Majestic.

They are ordering huge quantities of machinery and supplies, but are experiencing great difficulty in obtaining prompt delivery of same. They have chartered a special steamship which is intended to sail from Philadelphia to Vladivostok in the first week of July. The ship was primarily chartered to carry the locomotives which the Baldwin Works are building for the railroad, and the engineers are anxious to get delivery of as many as possible of their orders so as to ship same by that steamship.

T. W. Williams, Eastern manager of the Bissell Carpet Sweeper Co., has made his home for many years past, during the summer months, at Belmar, N. J., a most delightful spot on the New Jersey coast where he occupies his cottage with his family.

Mr. James L. Pollitt, of the Bissell Carpet Sweeper Co. arrived on the 11th inst. via. Steamship *Marquette* on his first visit to this country. Mr. Pollitt has been instrumental in building up the London business of the Bissell Co. Mr. Pollitt is accompanied by his wife and they will remain in this country about two months, and after paying their respects to the home and New York offices of the company, will visit the leading points of interest in the United States.

It is not universally known that had the allurements held out by early associations in the Hardware business been sufficiently brilliant, the dramatic profession might never have produced that leader among managers, Augustin Daly, who made his final exit from the stage of life in Paris recently. He commenced his business existence as a handler of Hardware, with Windle & Co., who at that time (between 1855 and '58) had in Maiden Lane, New York, the largest house furnishing goods establishment in the city if not in the country, having a store about 75 feet in width and running through to Liberty Street. It is very evident he must have discovered that to the square inch of pay there was about a cubic foot of work in excess of every other line of business; and so pulled out before he got in too far. It was just as well for the world, for the field he afterwards adorned presented many more features of attraction than were possible in the prosaic and dignified lines on which Hardware was achieving prominence as an industry at that time.

The nail trust is given the credit of having caused the closing of the Everitt Nail Works, Seattle, Wash., which has been regarded as one of the most important and profitable industries in Washington. As the works are shut down, and the machinery being rapidly removed, a large number of people will be thrown out of employment.

Our cutlery trade abroad is making rapid progress in many of the best markets formerly held by Great Britain. This month sasisfactory shipments have been made to Freemantle, Sydney, Melbourne, Adelaide and Brisbane, Australia. A small lot also went to Lyttleton, New Zealand. A fair lot of pocket, ladies' and buttonhole scissors, barbers' shears, tailors' and ladies' trimmers was forwarded last month to Shanghai and Hong Kong. The same assorted shipments have been made to Rangoon, Burmah, and Calcutta and Bombay, India.

"Advertising Designs" is the title of a booklet issued by the Trade Paper Advertising Agency, No. 150 Nassau Street, New York City, containing specimens of high-class advertising for trade journals. The work shown is very effective and is a fair sample of the character of advertising placed by this agency. The booklet is free to all trade advertisers. It also contains an article on advertising by Harold McGill Davis, entitled: "You May Need This In Your Business," which is worth reading.

In consequence of the great demand for their Alaska Stove Hardware, the Troy Nickel Works, Albany, N. Y., make the announcement under date of June 10th, that they will not close their factory on July 1st for inventory purposes, as has previously been their custom. All orders forwarded to them will receive prompt attention, and there will consequently be no delay on the above account.

The sixth annual complimentary dinner of the Beck & Gregg Hardware Co., Atlanta, Ga., to the employees of that concern, was given some evenings since at the Kimball House. There was quite a large attendance of salesmen and traveling men, and others connected with the firm, the duties of toastmaster being filled by W. H. Carr, in an admirable manner. Speeches were made by A. W. Kennedy, Henry Franklin, W. M. Crumley, S. W. Adams, M. L. Alexander, G. P. Lowry and C. E. Mewborn.

It is not generally known, that in accordance with a treaty signed July 22d, 1894, all Japan will be freely thrown open to the citizens of the United States, England, France and other nations on July 17th. The statement is made that while other nations are zealously engaged in preparing to make use of this opportunity to foster commercial advantages, the Japanese consul declares he has not been in receipt of a single inquiry from New York merchants or manufacturers, as to the best places to establish factories or open stores. The treaty is regarded by the Japanese as being a good thing in every way for Japan, and we are not alive to our own interests if we let other competing nations for this important trade, reap any early advantage, which it may take us a long time afterward to overcome. It is believed the Japanese government will soon pass a law allowing alien ownership of real estate. This, with the belief, which is expressed without doubt, that Americans who establish factories and trade depots, will be favored, and control the large trade already initiated through present events in China and the Philippines, should impel us to regard with interest any movement that will redound so greatly to our commercial and industrial advancement.

Digitized by Google

HARDWARE

VOL. XIX. JUNE 25, 1899. NO. 6.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
JAMES H. KENNEDY, - Editor and Manager.
HENRY HOPKINS, - - Associate Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

James H. Kennedy, who since 1891, has been the chief editor of *Hardware*, and, after the death of its founder, Archibald Paull Mitchell in 1896, has been also its business manager, has resigned his connection with *Hardware*, with this issue.

During the many years he has had control of its destinies, he has seen *Hardware* grow from a lusty infant to a stalwart and athletic worker in the industrial field to which since its initial number, its energies have been devoted. He now leaves the editorial chair with all "his blushing honors thick upon him." He retires from this position, which he has so long and acceptably filled, to become the editor of a similar journal, in which field of continued usefulness he has our best wishes for his future prosperity, well knowing there will always be a green spot in our memory for our old-time associate and co-worker.

Since the summer of 1896, he has had as associate editor, Henry Hopkins, a veteran Hardwareman and trade journalist of many years standing, well and favorably known throughout the Hardware trade, in which he has been an indefatigable worker since 1860. He will be Mr. Kennedy's successor as chief editor in the control of the future trade usefulness of this journal.

Associated with him as general manager of the publishing and advertising departments, Warren C. Brundage has been appointed, who brings to the paper a wide experience gained in newspaper control covering many years. He will be found by our patrons a thorough business man, who, while studying to the utmost the general good of our numerous advertisers, will avail himself of every advantage in making *Hardware* useful to its patrons in its appointed field of utility in trade circles.

No changes are contemplated in the general policy of the paper, which will always be found in the forefront of any movement tending to benefit the Hardware industry, and increase its prosperity, bringing into closer and more harmonious relations the bright and intelligent master minds that have placed the trade at the present time in the van of industrial development.

Editorial Trade Review.

Notwithstanding the sudden advent of record heat for June, business still continues actively good, without, of course, sustaining the volume of trade so gratifying to the jobbers in April and May. The outlook is extremely bright, and as all sections are kept reasonably busy, the indications are the season's prosperous conditions will be brought to a well-rounded conclusion fairly productive in promises of dividends.

Crop conditions in the West enter into the calculations of the future, and the farmer, anticipating higher prices even if crops are short, keeps on buying quantities of farm implements to replace insufficient facilities, which have handicapped him in the past, and is thankful he is still able to pay cash for machinery even at advanced prices.

From every quarter come indications that a Fall demand from each division of traffic—consumer, retailer and wholesaler—will be phenomenal in extent. Preparations are being made even at this early date to place advance orders for regular supplies, the necessity for having which in stock creates the fundamental principle underlying a successful business. The great increase in the production of iron and steel, with boom prices covering every branch from blast furnaces to steel mills, has resulted in many unsolicited advances in the rates of wages, frequently of the most gratifying character, and as no strike conditions have made such movements compulsory, this makes it evident these advancing prices will know no reflex action. The trade hears of each succeeding advance with equanimity, marks up the price of the product already in stock, and prepares to replenish at the current rate; realizing even that will be advanced, when order books become plethoric with specified wants for months to come.

Already improved conditions conducive to prosperity among the workingmen are creating a demand for grades of goods not necessarily the cheapest obtainable. Bargain counter prices created by active competition for the low-priced purchaser will soon be reinforced by some quotations of a higher grade, and so prepare the consumer for the natural advances in prices made necessary by the ever-changing quotations on standard goods.

It is immensely appreciated by our manufacturers cultivating the export trade, that they are still able to hold that outlet for surplus products, even at advancing quotations that are compulsory. This important business is not favorably impressed by constantly changing quotations; it involves too much correspondence and explanation, too much loss of time, and possible loss of trade. The export trade admits of no jockeying in prices that are insincere when announced, and there is no chance to "back and fill," a feature so characteristic of the diplomatically sharp home buyer.

This different method of making sales to customers from abroad, occasionally creates the idea that goods sold for export are abnormally low in price, when compared with those intended for domestic consumption; in one case, the buyer hears the flat quotation, while in the other, the price may be quoted and then left to governing conditions that frequently make a material change before consummating the sale somewhere within cost restrictions.

Money is reported as being quite plentiful throughout the country, the rates of interest dropping from

Digitized by Google

the legal standard in many directions. Even in comparatively small towns money is freely offered at 5 per cent., and in the leading cities, 2½ and 3 per cent. being current. The advantages derived from this are shown in the greater development of local improvements, which naturally causes a big demand for building material of every description.

The Southern Hardware Jobbers' Convention.

There has never been a convention in the Hardware trade of the United States more successful in all its features, and more conducive to good feeling on the part of those who were present than the recently adjourned ninth annual convention of the Southern Hardware Jobbers' Association, held at Atlantic City. The character and spirit of this occasion, are quite fully demonstrated in the extensive report of the proceedings presented elsewhere in this issue. The attendance was very large, the best of feeling prevailed, and everyone present, whether a member or a guest, did everything within his power to make the time interesting and full of pleasure and information to all the others. The ladies appeared in large numbers, adding to the pleasure and social graces of the occasion. The Southern jobbers have always been noted for their hospitality, but on this occasion, they have gilded refined gold by outdoing themselves.

Fourth Annual Meeting of Michigan Hardware Association,

We have received the following from the secretary of the Michigan Hardware Association. Extending as it does a cordial invitation to the retail Hardware dealers of that State, it is to be hoped the invitation will be responded to with fervent interest:

The Fourth Annual Meeting of the Michigan Hardware Association will be held at the Russell House, Detroit, on Wednesday and Thursday, July 12-13, 1899. A cordial invitation is extended to all retail Hardware dealers of Michigan to attend this meeting.

The entertainment committee is making a special effort to make our stay in Detroit a pleasant one, and we know from past experiences that you never will regret the time spent in attending this meeting.

A specially arranged programme has been prepared, and it is expected that much interest and profit is in store for those who avail themselves of the opportunity thus afforded.

Special rates, on the certificate plan, will be granted on all railroads to those who desire to attend the meeting. For further information write to HENRY C. MINNIE,
Sec'y and Treas, Eaton Rapids, Mich.

The Workingman Gets His Share.

A general advance of 25 per cent. was made in the wages of the members of the Amalgamated Association of Iron, Tin & Steel Workers at Detroit a week ago. This raise applies to 45,000 men, and puts wages at the highest point since 1892. The workingman is getting his share of the good things passed around in these piping times of prosperity and the gold standard.—*Louisville Courier-Journal.*

West Australia will in future admit, duty free, asbestos covering composition for steam pipes, boilers, etc., gauges and screens for mining and machinery, and appliances for lubricating and cleaning wire ropes.

The Chicago Flexible Shaft Co., are shipping sheep shearing machines to England.

Trust Notes.

Emphasizing the fact that it is a devout believer in expansion, we are indebted to the *N. Y. Commercial* for the following expansion of Trust History, referred to in *Hardware* of May 25. It has left but little for the next fellow who undertakes to improve on it.

"The glue trust went through because the members stuck together. The leather trust put its whole sole into the matter and succeeded. The rubber men stretched a point and made an agreement. The wheel trust went spinning on to success. The yeast trust was followed by a rise in prices. The milk trust took the cream of the business. The screw men wormed their way together. The ice trust froze the outsiders. The gas trust inflated things to great proportions. The starch trust stiffened prices. The paint trust painted things red. The oyster trust proved to be no shell game. The elevator trust sent things up and down in a lively manner. The wringer trust put a squeeze on the little fellows. The saw trust ripped things open. The salt trust was far from fresh. The crockery trust smashed prices. The fertilizer trust caused a stir in the neighborhood. And the window-glass trust let in the light on many dark things."—*Hardware.*

"There was a clean sweep of the carpet trust. The chewing gum combine stuck. The umbrella deal got in out of the wet. The glove and knit goods trust were a perfect fit. The brick combine was built up well. The coffin concern was a stiff proposition. The corset trust was a tight squeeze. The cement pool stuck fast. The candy concern was quickly swallowed. The baking powder trust rose to the occasion. The peanut combine was a roast. The whiskey pool went down smoothly. The screw combine held firmly. The kitchen soap concern took the cake.

"The fish trust bit well. The cigar and tobacco trust were not all smoke. The air brake trust worked on wind. The woolen trust was a warm proposition. The varnish trust went off with a polish. The biscuit pool was quickly digested.

"The billiard table combine could not be used in the pool. The dyewood combine was off colored. The printers' ink concern made its mark. The upholstery pool was quickly sat on. The metallic roofing concern was on top, but the tile trust was trodden under foot. The beet sugar pool was a sweet subject. The flour deal was well cooked. The cab combine had a good drive, and the bicycle trust wheeled ahead. The Hardware pool was hammered home. The lamp chimney concern went off with a crack. The bottle combine was soon filled, and the farm implement trust was a harrowing affair. The pie combine is fruitful and an uppercrust concern."

Alder & Boyd, export representatives, No. 37 Warren Street, New York, have just issued a very complete and handy catalogue of 50 pages covering the products of the Knapp & Cowles Mfg. Co., Wrightsville Hardware Co., Jones of Binghamton, Williamsport Iron & Nail Co., Detroit Sprocket Chain Co., Hindley Mfg. Co., Keystone Lock Works, E. T. Fraim; Wells Bros. & Co., The Keystone Mfg. Co., The American Saw Co., J. H. Sternbergh & Son, Coryell Flint Paper Co., L. J. McCloskey & Co., and Wall Bros. Mfg. Co. For all of these important manufacturers, whose lines of goods are extensive and well-known at home and abroad, Alder & Boyd are the representatives and control the export trade of New York City. This catalogue will be found a great convenience to the exporter, the illustrations being small, yet easy to understand, and descriptions and list prices throughout, very complete and for which the compiler deserves great credit.

The W. F. & J. Barnes Co., of Rockford, Ill., are shipping wood and iron working machinery in considerable quantities to both Melbourne and Sydney, Australia.

Digitized by Google

Morley Brothers.

We have received the following sketch showing the progressive character of the above enterprising firm. This we know will be perused by our readers with considerable interest, as it indicates the career through hard work to permanent success, of more than one of the concerns now prominent among the leaders of the industry.

Thirty-six years ago, in June, 1863, George W. Morley and Edward W. Morley started in business, in a modest wooden building, set on posts, in a marsh, above a frog pond, in Saginaw, Mich., a small town composed of stumps, wooden buildings, sawdust and marsh, the only communication in the town, across the river, being a rope ferry. Seven months later, Charles H. Morley came to Saginaw, and the firm of Morley Brothers was founded.

In 1865, they moved from their wooden building, into a brick store on the river, which, in those days, was considered a very fine building. They used to load small lighters with goods, at their dock, which were poled up the river, to the lumbering camps. In those days, there were no railroads. At times the river was so blocked with logs, in the spring, that a person could walk from shore to shore on the logs. There was also good duck hunting, at times, near their store.

One summer, along in the sixties, a young bear was caught in the river, and a rope put around his neck, and taken through the store.

Unlike the present time, the main thing was to get the goods; 33⅓ per cent. was considered a low margin of profit and 100 per cent. only a fair one. The traveling men were very few, who came up to this part of the country then. William G. Smythe, of Russell & Erwin, used to come up here generally once a year, and take home with him a big lot of orders.

Since then things have changed, so that a person coming here would never think of the small lumbering town that Saginaw was in 1863.

In 1882, Morley Brothers moved into the elegant and substantial building on Washington Avenue, in which they are now doing business.

In February, 1883, the firm of Morley Brothers was incorporated with a paid up capital of $350,000, and the following officers were elected; G. W. Morley, president; E. W. Morley, vice-president; and A. H. Morley, secretary and treasurer. The above men are in the same positions now.

The present city of Saginaw, instead of having plank and sawdust roads, is finely paved with asphalt, is traversed by electric roads, has twelve lines of railroad; the river is spanned by several bridges, the city is lighted by electricity and gas, in fact, has all the modern improvements. Most of the saw mills on the river have gone out of business, and other kinds of factories have taken their place. Two piano factories, and a harp factory, and banjo, mandolin, and violin factories have developed from the old saw mills. In the old days, besides lumbering tools and lumbermen's supplies, Morley Brothers' sales were largely cow bells, spinning wheels, planters' hoes, iron-handled knives, forks, spoons, and muskrat traps, while now in this locality, the demand is for bicycles, solid silver and silver-plated ware, sewing machines and graphophones. They still manufacture, and do a large business in lumbermen's supplies, in the Western and Southern States, also in Canada.

Thirty-six years ago, there was no farming land around this section. It was all woods and stumps, even in the city limits, and everything had to be brought in that is now raised on the farms. Now there are farms on which are raised fine cattle, hogs, and sheep, wheat, corn, fruit and vegetables; and underneath the farming lands, are coal mines in operation, and others being developed.

Business is steadily improving, and the outlook for abundant crops seems good, and most everyone expects a good fall trade. We have had an abundance of rain, which insures a good hay crop; and the weather is very warm, and vegetation is jumping at a very rapid gait.

Yours truly,

EDWARD W. MORLEY.

Export Notes.

The Millers Falls Co., of Massachusetts, are about to make a shipment of their miscellaneous Hardware specialties to St. Petersburg.

The Browne & Sharpe Manufacturing Co., of Providence, have shipped five grinding machines to London; also screw and other machinery to the Societe de la Usines de la Hestre, Belgium.

The Acme Machinery Co., of Cleveland, O., are shipping bolt threading and heading machines and nut tappers to Schuchardt & Schutte, Berlin, Germany.

The Thomas & Lowe Machinery Co., of Providence, last week made a shipment of machine tools to Pforzheim, Germany.

The Athol Machine Co. are shipping mechanics' fine tools and meat choppers to Stockholm, Sweden, through Henry W. Peabody & Co.

The Yale & Towne Manufacturing Co., of Stamford, Ct., are about to export their Yale locks and other specialties to Shanghai, China.

F. E. Kohler & Co., of Canton, O., are about to make a shipment of Hardware specialties to Oscar A. Nissen, Copenhagen.

The Pittsburg Woven Wire Fence Co. recently shipped a large quantity of fencing to Helsingfors.

Fully $100,000 worth of lathes, drills, planers and other machine shop tools will be ordered if delivery can be made by July 1. It is feared, however, that with the present existing conditions of the machinery market, it will be well-nigh impossible to get execution of orders by that time.

The Eastwood Wire Mfg. Co., of Belleville, N. J., recently exported 1400 high-pressure valves and special fittings for use in the large electric light plant at Buenos Aires, Argentine Republic.

Eight thousand dollars' worth of valves, fittings and steam specialties were recently shipped to the British Admiralty, by the Lunkenheimer Co., Cincinnati, Ohio. The German navy also use this company's goods extensively.

The Niles Tool Works, Hamilton, Ohio, have shipped thirty-five cases of machine tools to August Brucke & Co., of Antwerp, Belgium. The shipment included a big lot of pulleys, manufactured by the American Pulley Co., Philadelphia.

Machinery for use in the distillation of spirits will be admitted to British India free of duty.

The Detroit Emery Wheel Co., will this week make an important consignment of emery wheels to Sydney, New South Wales.

The Northampton Emery Wheel Co., of Leeds, Mass., have recently made large shipments of emery wheels to Australian ports.

The Plymouth Mills of Plymouth, Mass., are making large shipments of steel wire brads to Cuba, through Topping Bros., of this city,

The Kelly Ax Mfg. Co., of Alexandria, Ind., are about to export 200 cases of Yankee pattern axes to Melbourne and Sydney, Australia.

Digitized by Google

SOUTHERN HARDWARE JOBBERS' ASS'N.

The Ninth Annual Convention of the Southern Hardware Jobbers' Association, was held near the famous Boardwalk, in sight of old ocean, Atlantic City, N. J., on June 14th, 15th, and 16th, 1899.

It was an ideal gathering, in an ideal spot, with ideal weather favoring from first to last. Everything was planned on a broad scale; everything was carried out in a successful manner. It was a broad-gauge affair. There was nothing omitted; nothing small about it.

The dear little girl representative of the Turner Hardware Co., from far Indian Territory, expressed the general sentiment of the occasion when she first caught sight of the ocean and said: "That pond is bigger than the one at home." So was the Convention the biggest, the best, the most successful of any yet recorded in the memorable history of the organization, and that is saying a great deal.

The very cordial invitation extended by the Association to their friends in the North to come and bring their wives and daughters was responded to in a hearty manner, and there was a large representation present from among the manufacturers of all parts of the country, and as for the ladies—they were there to burn (by old ocean and the sun) as they sat on the sands and became acquainted with each other, while the men were up at the Islesworth talking and being talked at.

The arrivals began as early as Monday, while Tuesday saw a procession of travelers and trunks from dewy morn to darkening eve. President Mandlebaum, Secretary-Treasurer Carter, and Sergeant-Major Beers (with a badge larger than himself) were on hand and with the aid of the active members of the Entertainment Committee, made it pleasant for each member and guest as he put in an appearance. Tuesday evening was spent in introductions and the distribution of badges, and the badge was a souvenir highly prized and worth prizing, as will be seen from the reproduction and illustration elsewhere.

THE FIRST SESSION

was held in the attractive Sun Parlor of the Ilesworth at 10:30 Wednesday morning. It was open to all, and was graced by the presence of a large number of ladies. The roll call showed a large attendance. When it was concluded President James J. Mandlebaum, of Fones Bros. Hardware Co., Little Rock, Ark., asked the delegates to unite in singing "America," which they did with a will. The President then delivered his address of welcome, as follows:

PRESIDENT MANDLEBAUM'S ADDRESS OF WELCOME.

Ladies and Gentlemen: This, the 14th day of June, is the beginning of the ninth annual gathering of the Southern Hardware Jobbers' Association in the United States. It becomes my pleasant duty to bid you welcome. We all feel highly honored that such a distinguished and influential body meets at this delightful watering place. It will give us much pleasure to minister to your comforts and entertainment during your sojourn with us. Necessarily, much of our time and attention will be given to the consideration of matters pertaining to our work, but we hope to have considerable time for enjoyment and recreation.

It is not necessary for me to reiterate the subjects that influenced the formation of the Southern Hardware Jobbers' Association. Its members and magnitude testify to united efforts and high aims. I speak of it with no conceit, but with the purest pride of the human heart. What can be more precious to any man than to feel that he has been one of the number who delighted in bringing their fellow beings into closer social intercourse?

I congratulate the members upon the full attendance of this meeting, and I feel that the time and expense incurred will result in benefit to all. Among the membership, I notice particularly, that you are accompanied by your mothers, wives and sisters. I see in the midst of this congregation, a large attendance of manufacturers, countless numbers of that ideal of our manufacturing industry, the "angel of the road;" a full representation of the press of the country and last and best of all, the inspiring countenances of many ladies. I am delighted that at this convention, you have flattered the association with your presence. I look upon this brilliant gathering with satisfaction.

It is with sorrow that we place the word "absent" opposite the names of those who are prevented from being with us on this occasion. Mr. James Moroney, Texas member of the executive committee, was prevented from attending on account of the death of his wife, which occurred quite recently. It is with deep regret we chronicle this sad event.

On the other hand, we are glad to report, however, that death has not entered the ranks of our members during the past year. I believe this is the first meeting during the association's existence, that the memorial committee has not had to report the loss of one of our members. I heartily welcome those members who have come from a great distance, particularly from Texas. We extend a cordial greeting to the jobbers present, who are non-members. We appreciate the honor conferred by their attendance. We expect to present to them sufficient inducements to unite with us in our efforts, and honor the future president with their application of membership. However, if such is not their desire, we wish them to share in common with us, all the privileges which we enjoy, and we welcome them to our family reunion.

TO THE MANUFACTURERS.

In the name of the Association, a hearty welcome is extended. Without your large factories and numberless employees, without your good will and co-operation, without your liberal dealings and concessions, without your influence, to-day, perhaps, we would not be mingling with you. This attendance, on your part, the liberality shown in aiding us in our deliberations, we accept as encouraging signs of hearty co-operation. We desire to have you spend your lifetime pleasantly and profitably. We welcome you to our 9th annual gathering. Your presence in our past conventions has left the most pleasant recollections. This one, we know, will bear good fruit. We look forward to your attendance at our future gatherings with feelings of pleasurable anticipation.

"THE PRESS."

You are welcome. And the press—what of it? Symbol of grand, glorious, sublime America—the world's civilizer—of the divine trinity, free men, free speech, free press; unpurchasable protector of free men, fearless advocate of our God-given institutions, unswerving missionary of our expanding commerce. It is the fitting representative of the ever conquering Anglo-Saxon; it is the very essence of true expansion. Where the starry flag goes, trade fast follows, and with it speeds the press, and on its heels, you see the hustling advertising agent pushing the sales of the wares so deftly placed on the market by the polished and persuasive commercial traveler. The success of our busi-

Digitized by Google

ness, of all business, depends on the press, not only as to sales, but as to forming public opinion and building up the communities. As an educator, it is an open door for everybody to see the storehouse of knowledge. An honest press makes honest men, and to their credit be it said, that the vast majority of American journalists are of unquestionable integrity. And right here, one word as to our trade journals, devoted to the Hardware business. No branch of trade has better papers. Conducted on a high plane, they are invaluable to our business. I wish them long and continuous prosperity because they eminently deserve it.

"THE DRUMMER."

On an occasion of this sort, it would be like the play of Hamlet, with the melancholy Dane omitted, were I to omit our faithful allies—our missionaries, the traveling salesmen. Located as I am, in the far Southwest, my position is such that I have special opportunities for observing the indefatigable efforts and the successful work of our drummers. As a class, they are unsurpassed by those in other lines of business. For the success with which our business has been attended, I give them full credit, and desire to say, their employers are very appreciative. It is a matter of interest to observe the successful Hardware traveler. He invariably makes his mark, and his experience as a drummer serves him well in coming to the front. All honor to the Hardware drummer—civilizer, missionary, explorer, politician and statesman. A patriot wherever you find him, and an American, tried and true under all conditions. We welcome you into our midst. Call for what you want and it is yours.

"THE LADIES."

I welcome the mothers, the sisters, the sweethearts here present. We have all been strengthened by a mother's and sister's love. Who of us have not felt the influence of true and noble woman? Many of us know that a wife's unselfish devotion has lifted the burden from our heavy hearts and made life a Paradise. What is more true, than when a hero has won the battle and vanquished the foe, or when man has achieved success in any field of life, he is sure to exclaim, "Caused by his mother, his wife, his sweetheart, or putting it all in one, 'Woman.'" In all his daily business transactions, who can be of more service to him? Who is it that gives him the best advice? Who is it that is continually at his side in sorrow or joy? We welcome you here, for without you, we would feel as though we were in the wilderness. Your presence causes us to feel that our labors will bear golden fruit. We welcome you for the reason that when, during our deliberations and discussions, one half of our members will claim to be right, and the opposing faction claim the contrary, someone will arise and say, "Let us adjourn and consult the ladies." After our deliberations and discussions are over, and we wend our way homeward, I hope the ladies will not regret having graced this occasion with their presence. We welcome, and thank you for your presence, and want to see you often amongst us.

At the conclusion of these opening remarks the formal welcome of the Association to the manufacturers present was voiced in a witty and eloquent manner by Charles H. Ireland of the Odell Hardware Co., Greensboro, N. C., who spoke as follows:

MR. IRELAND'S ADDRESS OF WELCOME.

Members of the Southern Hardware Jobbers' Association, Manufacturers, Sergeant Major, Visitors and Friends:

I esteem it a great privilege to extend to each and every one of you in behalf of the officers and President of this Association a most hearty welcome to this our Ninth Anniversary.

When instructed by our President to perform this duty, I tried to get out of it on the grounds that I had appeared before this body so often in like capacity that I thought it best to have some one else do it. He replied, "Oh, never mind, we don't expect much, just make it as short as you can."

Unfortunately for me, the gift of brevity is not numbered among my accomplishments. However, I desire to be loyal and shall endeavor to make my address as short as possible. In order to do this, I find it necessary to apply the rule adopted by Sunday-school teachers, known as the four Ws.

What, Who, Where, Why.

"WHAT."

If one had been called upon to deliver this address thirty years ago, he would have found himself cramped by the limitations of that territorial scope commencing with the Gulf and ending with its extreme limitations of Delaware on the North. But I rejoice to-day that as we stand here under these happy auspices, bathed in the sunlight of God's favor, we do not find it necessary to limit ourselves by any territorial bounds, but rejoice in that grandeur which knows no latitude, or longitude in designating the South. In fact, I find that we may lay claim to the unique phrase of one of the Bishops of the Southern Methodist Church, when called upon to justify his position in maintaining work in Montana. He was asked the question how it happened that he was preaching the Gospel, when he was supposed to confine his labor to Southern territory. Said the good Bishop, "I am in Southern territory, the south means south of the North Pole." In the language of this good man, I feel justified in appropriating this interpretation as being comprehensive of the real South, when we view it in the light of transactions that have taken place during the last twelve months. He must be a man of narrow ideas indeed who thinks of the South as limited territory marked by the imaginary divisions of Mason's and Dixon's line. Yea, blessed be God, there is to-day no north, no south, no east, no west, but one grand, united, homogeneous, patriotic nation, true and loyal to the best, most glorious movement the world has ever known. And from where yon stately pine crowns the headlands of Maine, as sentinel in his uniform of green, westward to where the soft waters of the Pacific and Puget Sound sing their soft lullabies to departing day, from the gentle breezes and sweet scented atmosphere of Southern California to the sand dunes of the Florida Coast, from which so recently went the grandest spectacle that the eyes of the world ever beheld, of a nation offering its treasure and blood to redeem another from bondage and oppression and give it the right to live—between these limitations has arisen a new and broader South that we should ever become in our mind's eye, when we speak of it in the future.

"WHO."

If thirty years ago, one of us had been called to perform this duty, he would have felt it incumbent upon him to point to the peoples, customs, habits and civilization, than which the world has never looked upon a superior. He would have dwelt upon the chivalry of her men, their fidelity to high and lofty ideas, and scrupulous exactness in caring for the small amenities of social exchanges that has made the old life in the South distinctive in its character. He would have pointed with pride and patriotism to the bravery of her soldiers, the wisdom of her statesmen, while a reference to the beauty of her women, their noble, self-sacrificing devotion to duty and sympathy for the depressed would have been made with such emotion and tenderness as to have awakened in each breast such a sympathetic thrill that would have electrified this audience as I never hope to do. But when we raise our eyes to-day and take in the wide expanse of this new South, I find it necessary to refer to these things, for chivalry is no longer the peculiar characteristic of our locality nor confined to any single section, for in busy, rushing, restless New York I have seen the difference shown in street car and elevated

Digitized by Google

by tired men in offering their seat to a lady who was standing; while in Philadelphia I have seen the hat raised and head bared in deference to women as much as if it had been in Georgia or Mississippi. While Boston in its present municipal government, if its plans are not fustrated, bids fair to rival the most advanced civilization the world has ever seen.

The bravery and daring of Bagley, Hobson and Wheeler have their complement in Dewey, Schley and Lawton. The humane command of Philips of the Texas in his thrilling order, "Don't shoot boys, see those poor fellows are dying!" has its corresponding act of gallantry in Robley Evans of the Iowa, who in receiving the commander of the Vizcaya, refused his sword with the statement, "Keep your sword, sir, you are a brave man and deserve to wear it."

The same voice that grows husky and eyes dim in speaking of Winnie Davis, grows melodious and clear, and the eyes fill with gladness, as they are lifted in faith for God's richest and best blessings to rest upon Helen Gould.

"WHERE."

It is well for us in this bustling day of nervous energy and rush to apply the question of the Congressman from Alabama which, though ungrammatical, is wholly pertinent, "Mr. Chairman, where are we at?" I answer we find ourselves in the fertile soil of New Jersey where a seed of aught dropped soon develops into a monopoly or trust. The fact is no monoply or trust can be successfully launched to-day unless it has the fetich of Jersey emblazoned upon its mast head. In this connection I am reminded of the custom that is said to prevail among the Alaska Indians. In those regions of snow and ice the Jones's, Browns and Smiths are not known, but in front of each door there is set a Totem which designates the character of the inmate, whether he be of the bear, wolf, panther or fox. After a while I expect to see on every large trust certificate the Totem of a mosquito, or possibly there may be a graduation of the Totemic figure indicative of the character of the trust desired to be represented, somewhat after the following order:

One hundred million dollars or over, A Mosquito or Frog.
Fifty to ninety-nine millions, - - A Poly-Wog.
Twenty-five to fifty millions, - - Infantile Swamp.
Less than ten millions, - - Nothing but Jersey,

it being entitled to a character that is hardly worthy of note. The key to the Totemic figure is as follows:

Less than ten million, or no emblem, would be something like English aristocracy without its coat of arms, never having attained enough publicity to entitle it to a distinctive character.

Ten to twenty-five million, or miniature swamp indicates that it has not attained any great degree of notoriety, but that it has all the necessary paraphernalia and equipments to produce even the full-grown mosquito, time alone being required with proper directions.

Twenty-five to fifty million, or the Polly-wog indicates that the formative period has passed and that there is a struggle going on to attain its highest ideal.

Fifty to one hundred million indicates that it has passed the formative period, and the goal of its ambition is in sight, that it is nearly ready to drop its tail and assume its real shape. This being often controlled by circumstances as to whether it will become a frog or a mosquito. If the time really requires swallowing, it assumes the frog shape, if blood-sucking, then mosquito.

While one hundred million and over, or the mosquito and frog indicates full growth, under the most favorable circumstances, and that it is now launched upon its road of consumption, rapine and destruction, that it has an open track and right of way. Legislature, Congress and Senate are no longer to be feared, but as each is very largely the creation of these giant corporations, they become the tools by which they carve out their own selfish ends and aims.

The only cloud on the horizon of their perfect equanimity is that speck known as public opinion, and their most earnest desire is that the great hubub, uproar, confusion and dust of its activity, that this little speck may become obscured. Should the speck assume ordinary proportions it will be the office of the mosquito to suck all the blood and vitality out of it. But should it assume large proportions, it will be the duty of the frog to swallow it entirely.

May we not hope for a repetition of an act that is no doubt familiar to every one here present who has seen a frog swallow shot until it became so weighty that it could not perform its natural locomotion, and what has happened to one frog may happen to another.

Yea, may I ask if it would be inopportune for every lover of American freedom and mercantile emancipation to earnestly pray that back in the hills there may yet be some obscure man, who like the prophet of old, having watched with jealous eye the years of dearth and drouth and famine of our individual industries and who, having faith in the justice of his cause and sympathy for his own nation, may yet be able to announce that the clouds have come which shall give us a rain of prosperity on the individuality of our commercial, industrial, social and political life.

It may be, however, that I am treading on delicate grounds here, and that within the sound of my voice there may be those who in part if not altogether, are in sympathy with the present trend of affairs, and may represent in some degree some of these gigantic trusts and combinations.

If so, I will relate for your entertainment a circumstance which took place with me about a year ago. A traveling salesman came into my office smiling and self-confident, extended his card, announcing that he had the pleasure of representing ——— firm. I replied, "Is not this a trust which has recently been formed in the State of New Jersey for the purpose of controlling the item you are selling?" My complacent friend smilingly replied, "Yes, I am frank to admit that it is." Then said I to him, "My friend, with every desire on my part to extend to you any courtesy within my power, I am compelled to say to you that I cannot buy any goods from you, but will patronize those factories that are not in the trusts." "But," said he, "I can't leave before I call attention to the very similarity between your views and mine respecting these trusts." I replied, "How is that?" "Well, sir," said he, "I am cussing every one of those institutions that I don't own stock in."

As this is not an experience meeting, I will not call for testimony at this time, but seriously, how much difference is there between each one of us in our opinions of trusts and that expressed by the drummer. I desire, however, to have you seriously consider this thought. How long will it be with the present drift of affairs before individuality in the administration of your business will be a useless article, for we will all be managed by a Central Office in New York or Chicago. An individual thought or action will result in decapitation. Then again I would suggest the timely inquiry of the Alabama Congressman, "Where are we at?" and whither are we drifting? Did you think to ask yourself this question since or before leaving home? "Why am I here?" I know the usual reasons assigned for diversions of this kind of business is the quotation of the adage, "All work and no play makes Jack a dull boy," and that is true in a large degree, but if your purpose in coming, was to escape work and indulge in frolic, then I think economy might have been consulted and the play ground placed nearer the field of labor. May we not hope that a better and more serious purpose actuated you in coming. Social intercourse and good cheer, of course, can

Digitized by Google

be had and should be helpful and beneficial to all who use it in moderation, but as I look in your faces this morning, I realize that nearly all of those who compose this body have passed the age of thirty-five. This means that we have attained the average age of men of this generation, and that what time we have hereafter we hold it tentatively, and what we would do, we must do quickly. There are responsibilities to meet, problems to solve and intricacies to ravel that are of such vital importance to our craft. Let us apply ourselves to these things first, and we will be better prepared to enjoy the pleasures to follow afterwards. There will be many subjects for you to deliberate over that will be suggested by our able President, but there is one which I desire to submit for your consideration that may have been overlooked by him in the rush of other duties. It is this—that we may do something to change the typography of the obituaries of Hardware men. Have you ever noticed these in comparison with those of men of other callings? I have, and have been struck with the difference. They generally run thus: "John Smythe, Esq., departed this life, etc. Mr. Smythe was well known in this community, in fact he may have been termed our foremost citizen. Twenty-five years ago Mr. Smythe retired from the firm of Smythe & Browne, wholesale drygoods, of which firm he was for fifteen years the senior partner. Having amassed a large fortune, he has for the past twenty years devoted his time and money to philanthropic works."

Or possibly it runs thus—broad head and foot lines, indicative of mourning, with something like the following words, "A Tall Oak Smitten. On last night the manly form of our most prominent citizen was laid low by the ruthless destroyer, Death. William Browne, head of the large and wealthy grocery house of W. Browne & Co., President of the Gold Link Bank, Director in two Jersey Railroads, and a large shovel manufacturer, departed this life and leaves a community under a pall of sorrow and distress. Mr. Browne might truly have been termed a success. Commencing his business life forty years ago as an office boy for the firm of Sugar & Salt; round by round he climbed the ladder of successful business life, and twenty years ago, having decided that he had accumulated enough money for this life, he determined to devote his broad brain and immense fortune to the amelioration of the distress about him. A number of charitable institutions established by him remain as monuments of his wisdom and liberality We shall not see his like again."

But with a Hardware man it generally runs thus—you usually find it printed in small type, and if in a trade journal, under the head of New Discovery. If he was particularly prominent there may be a bad wood cut that even that patient man would have felt called upon to resent, had he been caricatured by such a picture while living. "A Toiler Gone. Jno. Smith dead. We mean working John, iron John, grindstone John. Yes, 'tis true, he is actually dead, died at his desk at 1:30 o'clock this A. M. He has been somewhat indisposed for some days, in fact for the last six months he has not been himself, he frequently did not work more than eighteen hours per day. How strangely we grow accustomed to things we've seen and known so long, and it is hard to disconnect our lives from associations with these familiar places and men. The community awakened this morning by a rude shock and it will be hard indeed for it to realize that working John could ever die. One of the serious problems that confronts the public today, "Who will now furnish us with sad irons and tape lines?" It is really a public calamity. Seventy-two years ago he came to this country from Killarney, Ireland. For sixty-eight years in heat and cold, through all kinds of weather, he has gone to and fro, attending to his business. He employed a number of men, some of whom have attained high positions in other callings. He never amassed any wealth, though those in his employ have always done well. The business we understand will be continued by his clerks. His widow received an insurance policy which was taken out in her name. Rest to your bones, Johnnie, you never got one in this life, you deserve a long one in the world to which you have gone."

Is this picture overdrawn? I refer you to the trade journals of this country. If you find I am right, lend me your assistance to correct this inequality.

But I have been asked to extend special greetings to the manufacturers present. This is a day of changes. The fiat has gone forth—the old must give way to the new. Things are not done now as of old. We see this in every phase of life.

I am aware that it is the custom (and it sounds very nice) to sigh and yearn for the good old times, but I believe the present time in which I live is the best the world has ever seen and that the next generation will see better than we of to-day. I believe the brotherhood of man will ultimately prevail over the whole earth and the mantle of peace and good will, will eventually be the heritage of the race.

In no sphere of life have changes been more manifest than in the attitude of the manufacturers towards the jobbers, and vice versa.

No longer does the veil of mystery enshroud the manufacturers's cost of production, nor is the desire for an increase in product so great that any reputable manufacturer would be willing to overstock a jobber. Indeed so far has this gone, that it is to-day no longer a difficult matter for an untrained man to embark in the Hardware business with more than a majority of chances of success, if he happens to have two qualities—prudence and common sense—for I believe that the ordinary manufacturer, if intrusted with the fitting out of a new jobbing stock, would in many instances, be less likely to overstock a man, than an inexperienced man would himself. I do not believe that this is due wholly to unselfishness on your part, but it is due more to an intelligent recognition of that fact that your interest and the jobbers' are identical and common.

If this be true of you gentlemen, I desire to say in behalf of those whom I have the honor and pleasure to represent, that all these feelings and attitudes are reciprocated by them. It is no longer necessary to use mystery and deceit in trying to interest the jobbing trade in your wares, nor is it necessary to reiterate how little you are making on an article or how close to cost you are selling it. I believe I could get a unanimous vote in the affirmative here to-day if I were to ask the jobbers if they were willing to grant the manufacturers a legitimate profit on his wares, or if asked, "Do you prefer that a manufacturer shall sell goods at cost or make a profit?" They would answer, "We prefer the latter always." Twenty years ago, I do not believe, this was the case. But that it is a fact to-day one has only to investigate to satisfy himself.

It is in this spirit we desire to welcome you here to-day, and we hope that our professions of friendship and goodwill will not be received as simply the utterances of one who performs a courteous act, but as the sincere expression of what I believe to be the truth. Then, gentlemen, if these things are true, and our interests are common, would it not be well to consider well the results of your merging into the maw of a giant frog or mosquito, and when the siren song of the promoter falls upon your ear, enticing you to the shady paths of peace, plenty and the honor of retirement from your business which either you or your associates have builded from very small beginnings, would it not be well, if you find yourself unable to resist his persuasive lay to do as did the ancient Greek hero who, rather than be entranced by the siren who had wrought death to so many of his countrymen, bound himself to his mast-head and sailed past the Enchanted Island? Gentlemen, I know it is hard to resist the plea of dollars and

Digitized by Google

cents, but I believe manhood is worth more than dollars, and blood should never be measured in coin, and if you haven't a mast-head, tie yourself to the factory door, or smoke-stack; stand upon your individuality and American manhood and be free.

Again, gentlemen, I extend to you a most cordial and hearty Southern welcome.

When the applause which accompanied the conclusion of the address had subsided, the President introduced the Hon. Webster R. Walkley, of the Peck, Stow & Wilcox Co., New York, better known as "the silver tongued orator of ths Hardware Club," who spoke as follows:

RESPONSE OF WEBSTER R. WALKLEY.

Mr. President, Members of the Association, Ladies and Gentlemen: I should feel unworthy of your esteem and high regard if I did not acknowledge my appreciation of the honor you confer upon me in asking me to respond to this most cordial welcome on the part of your Association. I cannot. perhaps, make my reply in as eloquent language as was expressed in the welcome; but orators are Southern born and South Carolina has produced not a few whose words and eloquence have been almost as convincing as the speech of our friend Ireland.

I may say I count myself most happy to stand with you to-day, within the sound of the rolling surf of the restless ocean, and in behalf of the manufacturers of the North, whose shops and mills—whose hammers and forges—whose thought and toil—have done so much to develop and elevate the various industries here represented. Somehow there seems to be a personal fitness in my addressing this Association. A whole volume of history is written in the lives of those gathered here this morning.

My given name, for which I am in no way responsible, suggests New England, its eloquent orators, its learned, uncompromising statesmen, even Plymouth Rock and the *Mayflower*, witches and Puritans, freedom and liberty. My youth was passed amid these New England men and scenes. When, in early manhood, I began to dream love's dream, how strange that I should choose a Virginia girl to share my burdens, to cheer me on my desolate way. Yet this I did, and for more than a third of a century she has walked and toiled by my side. Again, our only daughter, born in a New England village, within the sound of factory hammers and whistles, pledged her life to a man Southern born, and now lives on Southern soil, and knows something of Hardware and its value. Two sweet buds born of this union are blooming into a sweeter life and are breathing the perfume of Southern flowers in a Southern home. Why, then, should I not speak if not to the manner born? We are brethren. Our aims, our interests, our ambitions and our hopes are in common. The cotton that is growing in Texas and the corn that is growing on New England hills and on the Western prairie lands, shall contribute to the supply of our wants and the luxuries of our desires. The iron mined in Alabama and in Wisconsin are alike in commercial value. The interests of Southern Hardware jobbers and the interests of the American manufacturers, wherever located, are alike. Twice two make four in Maine and in Louisiana. The success and prosperity of Tennessee merchants add to the success of Connecticut mechanics and cotton spinners, whether in Georgia or Massachusetts.

These, we think, are facts which need no proof. Indeed, they are axioms, self-evident propositions. They touch every department of human activity, whether it relates to the labor of the hand or the brain. Go higher. They influence all moral actions, compel heroic men to do and dare heroic deeds, mold and shape the lives and character of men and the destiny of nations.

Gentlemen, I do not look into your faces and the faces of your wives and daughters about you, without recalling the long line of illustrous names which have graced the pages of our American history, and added lustre to your States and our Nation. I have walked through your shaded groves and gardens of flowers. I have often sat with you at your tables, bountifully supplied, and have enjoyed your hospitality, wit and humor. I know you have reason to be proud of the blossoms of your orange groves and of your homes. I know how you honor manly deeds and brave men. I know how you despise base actions and condemn fraud. I know how your women are braver than heroes of battle-fields, than commanders of battalions, when they watch over loved ones stricken by fever, become nurses in hospitals and sing back to life many a desponding one.

One of your late presidents, a man whom you all honor for his goodness of soul and greatness of heart, for qualities which are unweighable and unmeasurable, has always seemed to me a hero. You all know how, at Memphis, when men were fleeing from that dreadful scourge, the yellow fever, he remained almost alone and watched by



HON. WEBSTER R. WALKLEY.

night and by day, by starlight and by sunlight, over the stricken, and the breath of disease came not upon him.

Let Langstaff be honored as a hero, and may this Association and the trade which we represent sometime build a memorial of granite to commemorate the virtues of so good a man.

I thought to speak of trade—our relations as manufacturers and jobbers, of the infinite line of goods made of iron, copper and other metals. The iron products of our country have become larger than the products of gold. They outweigh in avoirdupois the gold and silver, they also outcount them in dollars and influence. The iron market has become the barometer of American industry and progress. I might speak of trusts—an absorbing question—a question of expansion—a question of conflict—an undecided question; but to the learned men, of whom there are many here, I will leave this topic.

I lay aside my tables of figures denoting products and values, I will not speak of the greatly increased business activity in all sections of our country, of the scarcity of raw material, of constantly increasing values—facts which are known to you all. I may say, however, prosperity seems to move in great waves, coming sometimes as stirred by the cyclone's breath, carrying all with and before it. Then the receding waves leave exposed sand bars and

Digitized by Google

rocks, and sometimes the wreckage of great ships. Smooth seas do not make skilful navigators. You who are at the helm should be wise and discreet pilots. You remember that the skilled pilots that guide the steamers through the Thousand Islands of the St. Lawrence and down the rapids, do not watch the shifting currents of the river, do not mind the beating of the eddies about the hull or the creaking of timbers, but ever keep their eye upon the eternal, never-changing landmarks on the shore.

My theme is as wide as the world, for in its relations it seems to touch all obligations from the horizon to the zenith of our lives. They reach even to the border land. Let each man act well his part. May I urge the highest standard of action, the fairest dealing, a measure pressed down and running over. Honesty, integrity, character,—are not dreams; they are not high ideals only—they are actual realities. We should not give the best of our lives and the best of our thoughts to business. Our homes, our wives and children need and deserve the best and sweetest gifts we can bring. Their cheer and smiles, their love and joy, will be a better reward than dollars or any currency we can count. Life is real, its demands more pressing than ever. The contest is earnest, the weapons keener pointed and the steel better tempered. Yet the brain is more active, the hand more skilled and toil and thought win surest victories.

At early morn this tiny flower, whose petals kissed the dewy drops that night distilled, then gave promise of a life most beautiful and fair. Yester eve, rocked in the cradle of the winds, or lulled to rest by zephyr's gentle breath, the moon's pale beams and light of glimmering star shone upon the opening bud. At early dawn Aurora from her gilded couch looked across the eastern hills and smiled upon its beauty. At sunlight's touch it blushed in crimson as blushed the waters at the Master's voice at wedding feast in Cana. Painted by hand Divine in colors rich which limner's art nor brush can trace, ere the noontide hour plucked from its parent stem through which it drew its breath, it lost its life and power, yet in dying yields sweet fragrance.

Oh, simple flower! Thy life of but a day should teach us pilgrims on the way by grace of thought and speech, by kindly act of charity and love, to yield sweet fragrance like thyself.

When he retired from the platform, Mr. Walkley had a right to feel that, so far as the South was concerned, he had made the hit of his life.

Next followed the annual address of President Mandlebaum, as follows:

ANNUAL ADDRESS OF THE PRESIDENT.

To our members and invited friends: As our Secretary will, in his report, inform you of what our Association has done during the past year, I will not dwell upon matters pertaining to this part of the Association work, but will endeavor to devote my time to statistics concerning our welfare.

This Association, from its origin, was never an unknown quantity. It has continued to be full of life and vigor, and its usefulness is acknowledged by every important community of this country. We want to continue on this line and avoid mistakes, taking into consideration that other interests besides ours will be largely influenced by our actions. Those interests are watching us continuously, and will weigh carefully whatever we may do. While we are sure of their support and co-operation, we may expect their disapproval and censure if we become arbitrary in our demands. This being exclusively a Southern organization, I am naturally more conversant with its resources, development, etc.

What does the South possess? In 1899 the agricultural products were over $700,000,000, and when the census returns for 1900 shall have been completed we will be astonished at the improvement within the last ten years.

The world was virtually at peace for the past twenty years, when our nation flew to arms under the masterful leadership of Wheeler, Shafter, Lawton, Otis, Roosevelt in the fields, and Dewey, Schley, Sampson and Hobson on the waters. The Republic has been cemented and consecrated anew by the efforts of the whole nation. American valor has been applauded and the blessings of liberty are assured to ten millions of alien people. This has been accomplished within the comparatively short space of eleven months. Not a ripple of disturbance has been felt on the surface of our commercial life. The president has commissioned major generals; the people have commissioned general prosperity and increased trade throughout the land.

The United States is the greatest manufacturing nation in the world. Our imports for 1888 were over $725,000,000, our exports, about $690,000,000. Within the last decade these figures are reversed as follows: Our imports, about $655,000,000, and our exports, $1,255,000,000, reversing our excess of imports in 1898 from $33,000,000 to our excess of exports in 1898 of $620,000,000.

The Clearing House exchanges for February, 1899, were seven billions against five billions six hundred millions in February, 1898.

The South produce now eleven million bales of cotton, which, together with the seed and fertilizers, realizes over $450,000,000. The South now sells in all of the American markets and has driven Scottish pig out of existence. The coal supply of the South is inexhaustible. The value of its lumber products cannot be estimated; and I am glad to note that it not only produces cotton, iron, coal, marble, but each year, the diversity of crops is increased to such an extent that we shall, within the course of a few decades, be able to dictate to the world. What we are lacking now is immigration and factories and more money to foster new enterprises. The United States, as compared with other nations, is on the top round in agricultural resources, mining and manufacturing. In population and riches we have amazed the entire world.

As a business community we should encourage our government in building the Nicaragua Canal. It does not require much figuring to prove that by accomplishing this object our objects would be much greater than already shown as thousands of miles of transportation could be saved.

Another move in the right direction by the business men would be the inauguration of our own line of steamships carrying our own flag, and a resolution of this character to Congress, would, in my estimation, not be amiss.

Relative to wages. Since the advance in prices took effect, beginning the latter part of December, I find that while goods have advanced, wages of the laboring men have advanded proportionately. In the aggregate, during a year's time, it will amount to hundreds of millions of dollars. The wages of American labor, as compared with foreign labor, are more than double. Germany at the present time is our most dangerous competitor, and in order to keep wages at the present standard it is necessary for us to increase our export trade. I feel certain that we will do this, and the South will share in proportion. We shall be able to furnish her sister republic with a large share of her wants, if wise legislation will open the dooor, and prohibitive blindness does not exclude our products.

We note the following causes of increased trade. No idle labor. Payment of wages by all manufacturing interests the day it falls due. Placing large amounts of money into circulation; advances on all classes of goods; expansion of trade; stability and confidence by our people in our government; democrats and republicans rejoicing alike in a general prosperity, Crop prospects in all parts of the

Digitized by Google

country in good growing order; a large and increasing demand for our products; the gradual decrease of long time credits; farmer and merchant depending upon their own resources in place of commission merchants and mortgages.

In regard to grievances among the members, not a solitary complaint has reached this office.

As the formation of our organization and the work done has now convinced the manufacturers that we are liberal in our propositions, they have likewise favored us. At the present time but slight differences exist as to the manner of conducting sales. Fewer complaints of this nature reached our office this year than in previous years. Those still remaining unsettled, we hope during this convention, to adjust satisfactori y to all concerned.

On the 25th and 26th of April, the Jobbers of Texas convened at Sherman. As a representative of our association, I deliberated with them during their convention, and I am gratified to report that I found them an intelligent, upright and sound business people. They work in harmony, and their manner of transacting business is worth patterning after. I am strongly convinced that such an organization should be inaugurated wherever possible and practical to do so.

You will observe that at this meeting, for the first time, you have been requested to register your names. Our secretary-treasurer also in his report will speak of these registers. I desire now to extend the thanks of this membership to the various manufacturers who assisted us in being able to present each of the hardware organizations with one of these registers.

If nothing is accomplished, you must not blame your officers; they are willing to carry out your wishes, but they are not expected to furnish the brains for the entire membership. You must work as hard for results as they, for in reality they are not your masters, but your servants. To accomplish results is as much your business as the buying and selling of goods. This year, turn over a new leaf, and counsel with those whom you have placed at the helm, and at the end of the term note the good results. There will be no poor ones.

This body consists of men whom the world respects and esteems. No anarchism, socialism, antagonism, is found in its ranks. They are purely business men who desire to conduct their transactions on a righteous basis and strongly maintain your rights. This constitutes the objects for which you were created.

I would suggest to the members, instead of individually writing letters to manufacturers to consult the officers first, and in that way you will avoid confusion. This association has accomplished a change among competitors. It has produced sincere co-operation. Retailers are our friends and we their beneficiaries. Our travelers, in the course of selling their wares mingle with their competitors as though they all represented the same house. Local associations have sprung up from ours, in consequence of which your competitor no longer refers to you as a slasher, cutter, etc.

If I have erred in my administration I will not be the good Samaritan, as my shoulders are not broad enough. I will take upon myself only the blame to which I am entitled, and the remainder will have to be borne by my helpmates.

I have a few suggestions to make in regard to our constitution and by-laws. I believe it to be to the interest of the association that the president be permitted to appoint the executive committee, instead of the association electing this body. I would also recommend that the selection of the secretary be placed in his hands. I would further recommend that the president shall not succeed himself. To this, I think, there should be no objection, for there is always good material on hand to fill the office.

You will observe in our secretary's report that our membership has increased from fifty members in June, 1898, to sixty-six members in June, 1899, and for this increase in membership, thanks are due to the membership and to the salesmen of manufacturers for the interest manifested.

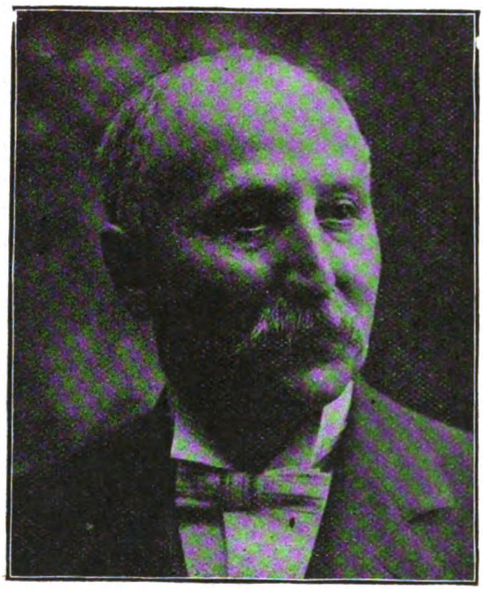
The many favors extended during my administration leave a green spot in my memory which will not soon fade.

WEDNESDAY AFTERNOON SESSION.

The session of Wednesday afternoon was executive, confined to members of the Association only. The report of Secretary-Treasurer Carter was presented, and covered matters of detail only. Reports of the various standing committees were also presented. Several matters of miscellaneous business also came up for consideration and disposal.

THE THURSDAY MORNING SESSION

was once more an open joint meeting of members, manufacturers, and ladies. The first paper on the programe, "Our Export Trade," had been prepared by W. H. Matthai, of the National Enameling & Stamping Co., Baltimore, Md., who was unable to be present, because of the death of a



PRESIDENT JAMES J. MANDLEBAUM.

brother. On request of the president, this paper was read by R. R. Williams, of New York. It was as follows:

ADDRESS OF W. H. MATTHAI.

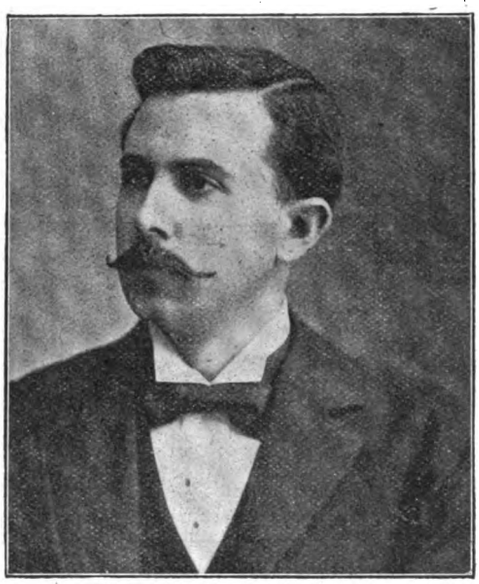
Mr. President: When your letter reached me with the request that I make some remarks to your Association at this meeting and to state the subject on which I desired to base such remarks, I was at a loss to know just how to reply. An unusual press of work induced me to postpone the matter for that time, and then I wrote you requesting that you select the subject about which I was to talk. When I saw from your programe that you had selected "Our Export Trade," I realized that you had given me an opportunity to cultivate a large field with but very poor implements. I will, however dwell largely on statistics obtained from the Government reports, and which will apply more specifically to the business with which you and I have been connected.

There are few topics to-day of more practical importance to American business men than our export trade. At all periods of our national history, our industrial and commercial activity has been greatly effected by the extent of the foreign demand for our products. In the future, more than ever before, the conditions of our export trade will influence the industrial health of our country. The last few years have witnessed a revolution in certain departments of our trade, the full significance of which has not

Digitized by Google

yet been but perfectly understood by most business men, and has made scarcely any impression at all upon the great body of even ordinarily well-informed citizens.

For very many years we sent abroad little, except the raw products of our fields, our forests, our mines and our fisheries. In 1870, nearly a century after the Declaration of Independence, our exports of manufactured goods amounted to less than $48,000,000, or not quite $1.30 per head of our population, yet 1870 was, in the way of export trade, a record-breaking year. The total value of goods of all kinds sent abroad by us that year exceded by nearly $40,000,000 the amount in any previous year. From that time on, for about fourteen years, our export trade in manufactured goods was subject to some fluctuations, but on the whole it expanded with great rapidity and steadiness, and by 1884, had reached the comparitively large total of $144,000,000, or just about three times as much as it was in 1870, the actual increase having been nearly $100,000,000. For the next nine years there was but little further growth, and in the fiscal year ending June 30th, 1893, we sent abroad $158,000,000 of manufactured goods, or but $14,000,000 more than we did in 1884. Then came the change, the full extent of which I trust has not yet been experienced. In 1894 our exports of manufactured goods increased $25,000,000 and we sold to foreigners nearly $184,000,000; in 1895 we did as well; in 1896 we added another $35,000,000 to the 1895 total, and sent out $228,000,000 in value of the products of our factories. In 1896 the total was increased by another $25,000,000; and in 1897 we added nearly $50,000,000 more. In 1898 we piled $11,000,000 on top of the total of '97.



SECRETARY-TREASURER C. B. CARTER.

The monthly report of the Bureau of Statistics of the Treasury Department, issued last week, shows that for the ten months of the present fiscal year we have exported $41,000,000 more than we did last year. It is, therefore, safe to assume that our exports of manufactured goods will, in the twelve months which will end on the thirtieth day of the present month of June, be valued at not less than $330,000,000 of our money. These are big figures. They exceed the entire value of our domestic exports of all sorts in the year 1860, and the year 1860 was one of the export trade of which was at that time unprecedented. The exports of the current fiscal year of manufactured goods are over seven times the value of our exports of the same class in 1870, when our population was probably more than half as numerous as it is now. Bearing in mind the great decrease in the price of the manufactured articles, it is probable that the actual quantity of goods sent abroad is now at least twelve times as great as it was thirty years ago. It is still more significant when we consider that they are more than twice the value of our manufactured exports in the year 1893, which was only six years ago.

Our export of crude goods, principally agricultural products, has added enormously to the wealth of the nation. It has, however, in its nature one great disadvantage; its extent and profitableness are subject to great fluctuations. When in Europe, the Argentine Republic and in India the crops are short and ours at the same time abundant, we ship enormous quantities of cereals at a profit. Fortunately for the rest of the world and probably, therefore, in the long run for us also, such conditions do not always prevail. The sun and rain comes in the natural course to the valleys of the Danube, the La Plata and the Ganges when they are needed, and when we have good harvests the prices are at a point at which the American farmer can make nothing; or, if our crops are short, we have little to send abroad at a price which the wheat-consuming countries are willing to pay. The fluctuations to which some of our principal agricultural productions are subject are well illustrated by the fact that, while in the crop year of 1879-80 we sent abroad wheat to the value of $190,000,000, in the year 1895-96 it was but $39,000,000 in value. While in 1897-98 it was worth $144,000,000.

An export trade to many different countries, in various kinds of manufactured goods, once firmly established will, of course, be subject to some fluctuations, but they will not by any means be as great as those which affect agricultural products, because neither the demand nor the supply are so largely controlled by weather conditions here or abroad. It follows, therefore, that a large foreign trade in manufactured goods, when once built up, is more certain than is the trade in agricultural products. It is to our advantage to do as much as possible of the work of turning our crude productions into finished goods, ready for ultimate consumption. Besides, there is in the nature of things a limit to the possible expansion of our foreign trade in agricultural products. The opening up of extensive and rich agricultural sections in Russia and closer railroad connections with the Orient, will make the competition greater than heretofore in agricultural staples, and will cause a smaller normal demand under normal conditions for them. More intensive farming on our part and better methods of cultivation may, and doubtless will for a number of years to come, add more rapidly to our production of agricultural staples than the increase of our population will add to their consumption. But in the nature of things there is a limit to such expansion. During the five years from 1880 to 1884, both inclusive, the average annual export of unmanufactured goods was $688,000,000; fifteen years later, in the five years from 1895 to 1899, the average annual value of such exports was $758,000,000, or but little more more than ten per cent. greater than it was a decade and a half before. In the same time the average annual value of the exports of manufactured articles increased from $106,000,000 to $262,000,000, an increase of $156,000,000, or twice as much actually, and about fifteen times as much relatively, as was the case with the export of unmanufactured goods. There is, therefore, no necessary limit to the possibility of expansion in our export trade in manufactured products.

Take a department of industry in which both you and I are especially interested. We have always sent abroad some iron and steel, but until recently we were, so far as these metals and their products were concerned, an importing and not an exporting country. Legislation seldom changes as rapidly as do the conditions which brought it about. The present tariff law, passed less than two years ago, contains all through its iron and steel schedules evidences of what was once the relation of this country to Europe with reference to the production and consumption of steel. That relation does not now exist, and it appears

Digitized by Google

probable that it will never exist again. Steel rails are still subject to a duty of $7 per ton, yet in the last ten months we have imported 154 tons of them, and we have exported 236,000 tons. Less than twenty years ago the imports of iron and steel were five times as valuable as the exports. 1894 was the first year in the history of this country in which the imports of iron and steel were exceeded by the exports. In that year we sent abroad $29,000,000 and $20,000,000. In 1895 our exports were $32,000,00 and imports were $24,000,000. In 1896 our exports were $41,000,000 and imports $26,000,000. In 1897 our exports were $57,000,000 and imports fell to $16,000,000. In 1898 the latter were $12,500,000, and this year will be about the same. while last year the exports were $70,000,000, and this year they will exceed $90,000,000. In ten years we have changed from a country importing twice as much iron and steel as we exported to a country which exports seven and a half times as much as it imports. There are some very significant thoughts suggested by these figures. In the first place, they raise the question whether periods of depression, or, as we call them, "Hard Times," have not their economic value, especially in their bearing on our export trade. It was during such an era, following the panic of 1873, that our export trade in manufactured goods began an upward movement which carried the exports of $47,000,000 in 1870 to $144,000,000 in 1884. There was no further expansion then until after the panic of 1893, when the movement started which has, up to this time, raised the value of our export trade in manufactured goods to $330,000,000.

There is another thing to which I wish to call your attention. Whatever may be the other effects, beneficial or the reverse, of combination of large industrial plants now going on so rapidly around us, there can be no question whatever that it tends to promote our export trade. Large producers can manufacture more cheaply than small ones. Whether after they have manufactured they will sell their products more cheaply than the small concerns would have done is, as has been said, "another story," This much, however, is certain, the cheaper you produce goods, the cheaper you can sell them, if you want to. The more and greater facilities you have, the cheaper you can produce goods. Now, you will pardon me, I trust, for speaking about the business with which I have been connected for a number of years, because it is of that business that I can speak more definitely. Up to the present time no important export trade in manufactured sheet metal goods was profitable, for until very recently we have been very large importers of tin and steel plates. Prior to 1891 we bought abroad all we consumed, and before that year our imports had for a number of years averaged more than $17,000,000. In 1891, in anticipation of the duty levied by the McKinley bill, our imports amounted to $36,000,000; in '92, $12,000,000; in '93, $17,000,000; in '94, $12,000,000; in '96, $9,000,000; in '97, $5,000,000; in '98 there were less than $4,000,000; and in this fiscal year it appears probable that they will but little exceed $2,000,000. So that we can now produce our tin and steel plates at home. But even under these conditions we have not been able to compete in the markets of the world with the German producers of what is known as enameled ware. The German concerns have been and are operating on a very large scale, having their own rolling mills, which enable them to finish their products from the steel bars. None of the American firms engaged in similar business, large as some of them were, had the facilities or the capital to carry on such extensive operations. The company with which I am now connected, and which has purchased the plants of a number of firms heretofore engaged in the business, has now almost completed furnaces and mills which will enable it to take in the iron ore at one side of the works and turn out finished enameled coffee pots or other sheet metal goods on the other. As a friend of mine said some time ago, relative to the large industrial plant through which we had just gone, "The only way to be more thorough would be to construct a plant capable of taking in at one door the deed of the land containing the iron ore and turning out a certified cheque for the product at the other." There are other ways in which these large combinations of capital can stimulate foreign trade. They can afford, as no single firm or corporation can do, to study systematically the demands of foreign markets. They can send men abroad to find out just what the conditions in France, in Russia or in China may be; just how much business can be done; just what the local taste requires; how the goods shall be packed. The expense of so doing will prove a comparatively small item in the budgets of the great national corporations. They would prove very serious factors in the expenditures of a single firm. Those things can all be done. The corporations which are well managed will do them, and will succeed thereby in building up a trade which will be profitable to their stockholders and their country, and in so doing will keep employed the vast army of wage earners, whose employment has such an important bearing on the prosperity of the country. Those that will not do this, but, protected by tariff walls, look only for profit by raising prices and reducing the consumption, cannot hope for export trade or permanent success here or elsewhere. Unless our manufacturers operate steadily to command foreign markets, our export trade cannot increase, and, in the long run, cannot maintain its present dimensions. If our export trade declines I do not believe that the present industrial prosperity of America can be permanent. It is, therefore, incumbent upon us to use our best efforts in every legitimate manner to keep the balance of trade in our favor, and if through our inventive genius and perseverance we can increase our foreign business in the future in the same ratio as in the past six years, there need be no fear of a recurrence of the "hard times" of '73 and '93.

The next paper was on "Hardware Expansion," and was read by Cliff E. Speer, of the Speer Hardware Co., Fort Smith, Ark., as follows:

ADDRESS OF MR. SPEER.

It is a pleasure to have with us so many manufacturers and listen to their words of wisdom and experience. It proves conclusively that in us they recognize friends and co-workers. Were there no other compensating features connected with this meeting, it would be enough to repay us for the thousands of miles travel to feel the kindly presence of so many of our daily callers, the "Knights of the Grip."

While we readily recognize that this whole thing belongs to them, as does everything else when they are around, they are so considerate in their treatment of us that we are almost persuaded we are also participants in the proceedings. I would gladly continue in this strain and forget the real subject of my address, but our friends of the press who have been supplied with copies of this gem would never forgive me. Expansion, therefore, being the word to conjure with at the present time, and feeling that however much we may differ on national expansion. we are one voice as regards hardware expansion, along the proper lines, I ask your indulgence for a few moments.

Tradition assigns to Tubal Cain the discovery of extracting iron from its ores. We can readily imagine him hammering out the machete with which his father, Lamech, committed the second murder. If while he was forging the belt for his sister Naamah's fig leaf dress, he could have had a vision of the possibilities his discovery opened up for the artisan and mechanic, he would surely have prayed the Lord to not only extend his life 935 years but 4935 years, that he might enjoy the fruits of his discovery and meet with the Southern Hardware Jobbers.

Two or three thousand years after this, Solomon picked

Digitized by Google

up Hiram of Tyre, who seemed to be the most progressive hardware man of that period, as he was able to supply brass hinges and various other articles of Hardware for the temple. Passing from the Israelitish development of this business across the Hellespont to the land of beautiful myths and artistic genius, our attention is next directed by Vulcan arguing with Hephæstus over the best method of distributing his creations. He claimed Jupiter had thrown him from heaven in a fit of anger, because he posed as a friend of the consumer, and thought it an injustice to the overworked and downtrodden to allow the middleman to mix up in the matter at all.

Hephæstus, however, being a Greek, and therefore more advanced in thought and civiiization, contended Jupiter was entirely right, and while it would no doubt be rather hard on heaven to lose the divine artist, yet a principle was at stake and many sacrifices could be made to preserve a principle.

After a long and vexatious wrangle, Vulcan conceded the point and the first expansion in hardware resulted, inasmuch as it was an expansion of an idea among two old Hardwaremen.

We pass without notice Aristotle endeavoring to make a powerful steel battering ram for Alexander. We will not consume time by a long dissertation on Franquoy's discovery of the inventor of the valved bellows, but will pass by easy gradation to the Twentieth Century and overhear the following colloquy in one of our large western jobbing houses:

President, who has assembled all of his traveling salesmen. "Gentlemen, you are aware that it has been for some time a custom of ours each year to add some new line to our stock. This year, before making the selection, we thought best to have an expression from each of you as to what would be the best seller in your territory. I now ask you to express freely your ideas."

The general impression seemed to be that there wasn't anything more to be had, when the Texas drummer spoke up and said, "Mr. Jones, I have thought over this matter a great deal and very seriously, knowing its importance, and after going over the entire field, find only two articles that we haven't already, and they are cheese and hot tamales, and we had better take both of them." This was another expansion in Hardware.

Since the days when iron was hammered into battle axes and sold to the Knights of the Crusade the standard of our trade has been high, and I am opposed to dragging into our business anything and everything, simply because some profit can be made thereby. Numerous articles are being distributed through the channels of the Hardware trade that do not belong there. The tendency of this is to place a bar sinster upon our escutcheon as true followers of Tubal Cain and Vulcan, and to carry us to the level of the department store.

Too many of our jobbers indulge in the practice of instilling into the minds of their salesmen that all they are expected to do is to make an average profit; it is immaterial to them that their salesmen sell axes or saws at a loss, if by cutting these they can secure an order and thereby make up the average. This is license to cut everything in the catalogue and as long as this nefarious practice is kept up, just so long will we be on the hunt for odds and ends on which we hope to bring up this average, and the end of profits cannot be far off. Now is the time, while this great upheaval in prices is going on, to correct this evil. Let's resolve to make every article bear its burden of profits. There can be no more sense in disgracing horse shoes and barb wire than pocket knives or rat traps.

Many manufacturers have discovered this cancerous growth and have administered an antidote by fixing prices at which their goods must be sold. That we are in need of this medical attention of the manufacturer, who oftimes administers distasteful doses, is a serious reflection on the intelligence and business capacity of the jobber.

I now turn to a phase of Hardware expansion with pride and pleasure and extend the right hand of fellowship to the manufacturer, who is putting forth his greatest efforts in an intelligent and vigorous manner to give us new articles of beauty and value that are legitimately ours. How many of us have experienced pleasure in taking into our hands a beautifully designed lock, a saw in blue, or a level true, with what keen enjoyment we have watched the evolution of the ice cream freezer and lawn mower. How eagerly we scan the pages of the iron and Hardware journals in search of the latest and best works of the inventive genius of things our own! With this vast field before us, can we not be content to leave the rubber coat to the clothier, the baby carriage to the furniture man and the cheese to the grocer?

Let us expand our minds, our hearts and our pocketbooks to those manufacturers who are our friends, who need our encouragement and energies. The burden of the distribution of this ever accumulating output of factories rests upon us. Let us therefore not falter in the least. Let us stand shoulder to shoulder with them in this march of progress. Let us show ourselves as able to distribute as they are to create.

We jobbers of the South owe it to ourselves and to our countrymen to remove the stigma that rests upon us of being distributors of the poorest classes of goods, in many instances mere trash. If we are not careful, we will allow ourselves to be put in the position of followers in place of leaders in the wonderful industrial expansion now going on all over the Southland. I speak for Arkansas and our neighbor, the Indian Territory, when I tell you that the demand is ever increasing for improved farming tools, better cooking utensials, better everything, and we must prepare to supply them or lose them to the catalogue houses.

In conclusion permit me to express the pleasure I have had at this, my first meeting with you. I will go home inspired to be a better worker for our Association. Now let me ask the maker of keys to make a master key, that will unlock the hearts of everyone here and leave the floodgates of good will wide open, that we may all look back upon this meeting with feelings of satisfaction and pleasure at having done a good work.

"Associations and Their Effects," was the next paper on the programme, and was presented by T. W. Gathright, of the May & Thomas Hardware Co., Birmingham, Ala., who spoke as follows:

ADDRESS OF THOMAS W. GAITHRIGHT.

Webster defines the word "associations" as follows:—

A union of persons in a society formed for transacting or carrying on some business for mutual advantage.

This I conceive to be the purpose for which our Association was formed, and it should be the ambition of every member to accomplish this object.

We have several associations, all of which I think are beneficial.

There is the Local Association that benefits those doing business in the same town; then there is the District or State Association where men come together from different towns and discuss the different methods of conducting business, from which each one learns something that is beneficial, and again we have our Southern Association, composed of all the states. We might compare all these to the different courts of law, and begin by classing the Local Association the Justice Court, where one man has the deciding of cases, which decision is then carried to the Circuit Court, which we will liken to our State or District Association. In this court the judge is a more learned man than in the lower court and expounds the law to the jury, who decides the case, which from this court is carried

Digitized by Google

NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS

to the Supreme Court of the State, which we will consider as our Southern Association. In this court are to be found what are considered the most learned men in the State, from whose decision an appeal is rarely ever taken, but whenever it is carried to the Supreme Court of the United States, that we will class as our National Association, which is presided over by men that are chosen from the front rank of the brightest minds of the nation. In our Local Associations, we have some things that are of no interest to others but many things in common with all, and after discussing these matters and learning all we can from the experience of each other, we go to the State Association, where these same questions are handled by perhaps men who are wiser and of more experience than ourselves, and together with these we go to the Southern Association, where we have the brightest flowers culled from all the Southern States, who take up the same subjects and handle them in such a manner that we get information never dreamed of before. Then finally we go to the National Association, where we find the wise men of the East. The cool and deliberate from the snowy clad hills of the North. The men with broad and expansive minds from the rolling prairies of the West, and last but not least, the good natured and hot tempered sons of the Southern clime, and from this array of talent we get information that has, no doubt, enabled many of us to steer our business ventures clear of the rock of failure into the smooth sea of success. I believe in each and every one of these Associations, and would regret to think there should ever come a time when they would cease to exist.

The effects of these Associations on our business lives are so wonderful that it seems strange we were so long getting together in our locations (and I am pleased to say we have one in our town). We got together and agreed to maintain prices on certain staple goods that were formerly handled at a loss. In our State Associations, we meet our immediate competitors, and very much to our surprise, find they are not the rascals our traveling men have led us to believe they were. Through the Southern Association we have been able to make contracts and agreements that have paid us back many times over the small amount we contribute for its maintenance, and in the National Association we come in contact with most of those who compose all the other Associations and on account of our Union are in a position to ask and receive concessions that we could get in no other way. The jobber is not the only one that feels the effects of these Associations; but the manufacturer as well. He can feel that the distribution of his products is in the hands of men that will maintain a price which he tells them is the best that can be made and leaves sufficient margin to yield a fair income on the money invested. The manufacturer should, therefore, protect the jobber, for in doing so he advances his own interest just as much as he does that of the jobber.

Paul, the Apostle, in one of his letters to the Corinthians, likens the church unto the human body, composed of many members whose duty it is to perform each their separate functions, and whenever one fails in its duties it affects the whole body. Therefore, let each and every member so act that whatever he does will redound to the honor and not discredit of his body of which he is a part.

George Washington, in his farewell address, said, "Observe good faith and justice towards all nations."

If such a rule is applicable between nations, why does not it apply also to individuals, and I would admonish, each and every one of you, both manufacturer and jobber alike, that in all your dealings with each other, to let this be the maxim from which you will never vary.

The addresses from manufacturers' representatives were fittingly opened by V. A. Moore, of V. A. Moore & Co., Atlanta, Ga., as Mr. Moore is the direct representative of the following well-known concerns: J. H. Sternbergh & Son, Reading, Pa.; Standard Tool Co., Cleveland, O.; National Screw & Tack Co., Cleveland, O.; C. E. Jennings & Co., New York; Chisholm & Moore Mfg. Co., Cleveland, O.; Finished Steel Co., Youngstown, O. and the Birmingham Rolling Mill Co., Birmingham, Ala. Mr. Moore spoke as follows:

ADDRESS OF MR. V. A. MOORE.

Mr. President, and Gentlemen:—When your committee did me the honor of requesting me to read a paper before this convention, and, at the same time, asked that I name my subject, I felt that the compliment demanded my acceptance; yet, I must confess that I was at a loss to find a subject with which I felt myself sufficiently conversant to profitably consume fifteen, or even ten, minutes of your valuable time. When I finally selected as my subject "The Medium," I had in mind the prevailing industrial conditions of the times, and the comprehensiveness of this subject will, I believe, allow me to treat of all these conditions, under this general head.

The commodities in which you are interested, enter into every department of our industrial system, and to such a vital extent, that the condition of the iron, steel and Hardware market is the barometer of all values. This needs no elaboration by me. When the great iron and steel interests of this country are in a languishing state, all other interests necessarily suffer. For the past few years, conditions have been such that the manufacturer could not obtain a remunerative market for his products. Political conditions have, in my opinion, been largely the cause of the depressed market, resulting in ruinous competition, closed factories, and almost universal suffering among the mass of people. Under such conditions, it is natural to seek some means of relief, by which the price of commodities may be controlled, and a just remuneration for work and capital secured.

Industrial consolidation, the spirit of the present time, seems to be the means by which these results will be obtained. Organizations on a reasonable basis, for the purpose of correcting existing abuses, will have the effect of benefiting not only the manufacturer, but the consumer, as well. Combinations and consolidations, however, cannot safely pass beyond the limit of legitimate profit, and what we may in a general way term legitimate commercial usages.

A consolidation of many industrial interests, organized for the purpose of centralizing power in the hands of a few, and eliminating all competition, will result, ultimately, in a state of paternalism. This will entail a vast disorganization, serious loss to the mass of the people, destroy commercial values, and finally menace our very political institutions.

If the trusts now established in this country, pursue this latter and unwise course, it is not difficult to foresee the end. The spirit of individual independence and progressive enterprise, the mainspring of American advancement, will no longer exist. The brains and genius, which have, from small capital, developed magnificent industries, will be throttled, and the independent spirit of the American, which has made him the standard of manhood for the world, and which has made our people the invincibles of the earth, will give place to the subservient and passive spirit of the employee.

But I do not anticipate such a condition. The patriotic spirit which makes the individual right subservient to the general good, will assign to its proper place that army of industrial promoters who never produce, who, regardless of all instincts of right and justice, seek, for selfish purposes, alone, to acquire that for which they have not labored.

Legitimate competition is the means of all commercial advancement, and is the incentive to increased effort. The competitive spirit has raised the American manufacturer to

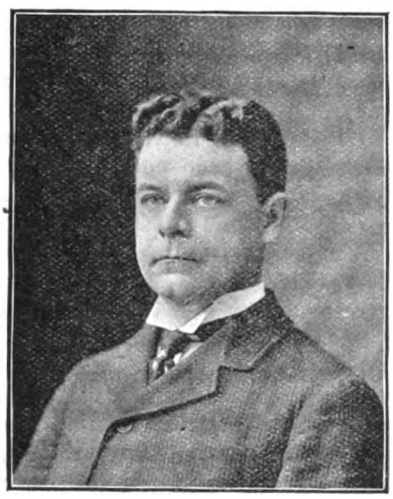
Digitized by Google

the position where he has made the quality of his product, and the price at which he sells, the standard for the entire world.

Conservative association or combination is one of the milestones in the evolution of commercial progress, and, while abuses may arise in the initial steps of this evolution, no sensible man can fail to admit that organized effort will control where individual effort might fail. The good accomplished by this, your organization, is sufficient evidence, and this association of Hardware merchants, representing an actual investment of nearly six millions of dollars, and doing a business approximating twenty millions of dollars, annually, influences a consideration which could be obtained by no individual effort. The inherent principle of right, however, must underlie this organization and all others.

Radical change entails disorganization, and coercive measures, to free born American spirit, are intolerable. Conservatism is the medium of permanent progress, and, paradoxical as conservatism may seem under competitive conditions, this statement will bear the closest analysis.

The trust promoter has paid to the traveling salesman and manufacturer's agent a compliment, which these gentlemen do not, in all cases, appreciate. He has issued millions of dollars of stock, and to balance the economic scale,



V. A. MOORE.

he has eliminated the direct agent, that the cost of his services may pay the interest on this enormous volume of water. In these estimates, however, the fact is lost sight of, that whether it be a combination of manufacturers, or an individual manufacturer, what is produced must be sold and personal contact, through the medium of the direct agent, accomplishes this, and has accomplished this, since the days of the primitive pack peddler.

The direct agent has always occupied a unique position in the commercial and political economy of this country, and you will pardon me for paying a tribute to my predecessor of thirty years ago, since youth at that time excluded me from the fold. He did more than all other elements combined, to break down intense sectional feeling; to re-establish, through personal commercial relations, the old feeling of a unity of interests; to convince the man from the South, that his Northern brother had a soul, and to show the North, that the Southern gentleman was not a fire-eating barbarian.

Neither time nor conditions can arise for the successful elimination of the agent. He has been, is now, and will continue to be, the link that connects you with the producer.

Three component parts are required in all things to make a perfect whole. I care not whether it be spiritual or material. This principle was proclaimed to the world nearly two thousand years ago, and the evidence of the ages has proven its truth. In nature we see the root, the stalk, and the flower; in man, we have the body, the mind, and the soul; and in the Hardware business, we have the manufacturer, the medium of production, his agent, the medium of transmission; and the jobber, the medium of distribution;—all three elements so closely related that injury to one, means injury to the other. Destroy the one, and you cripple your means of accomplishing the perfection of your purpose.

You, gentlemen of the Hardware Association, are the means of carrying to the remote corners of the earth, articles of necessity, usefulness and comfort. By your commerce, you make it possible for every individual to know and possess the implements of civilization. Your position is one of power, usefulness and necessity, and cannot be successfully assailed.

In the march of progress, and in the whirl of changing conditions, let us take a broader view than that of the mere selfish interest. Consider that we owe an obligation to posterity, and that your boy, and my boy, is entitled to equal rights and opportunities that you and I have enjoyed. Let the spirit of conservatism be the medium of our dealings, and commercial prosperity must stay with us for some time to come.

On invitation from the president, other gentlemen who were present, spoke briefly.

REMARKS OF MR. SUPPLEE.

William W. Supplee, ex-president of the National Hardware Association, was received with great applause, and when it subsided, said:

I thank you for your kind applause in advance, for there is nothing to entitle me to it. I have had the pleasure upon several occasions of being present before this body which we all think of so highly, as president of our National Association.

I fully expected our present president, Mr. Bishop, to be present on this occasion, but Mr. Bishop found it impossible to come. He asked me to represent him, and I could not forego that pleasure and honor of meeting the manufacturers' representatives who gather around this body, no matter whether you meet in Arkansas or in Savannah or Richmond, or whether in the place of your last meeting. I did, however, say to our president, Mr. Bishop, that I would be present on one condition: That I would be permitted to participate in the deliberations of that body, but with the understanding that I shall not be called upon to make a speech or write an article. This was promised me, but I find on the programme it is not altogether carried out, and I came in this morning without knowing what I should say before you.

It is a very peculiar coincidence that the meeting of this Association was called on the anniversary of what is known as "Flag Day." One hundred and twenty-two years ago the American flag was accepted by the Congress of the then few colonies. One hundred and twenty-two years ago thirteen stars were all that were on that beautiful flag—the emblem of our country, which was destined to carry liberty with it from a great nation. We were then fighting under thirteen stars; now we have forty-five. Your members have also gathered from a very small beginning. It is therefore a very happy coincidence that you hold your meeting on the 122d anniversary of that flag. It is very noticeable at the same time, that representatives of all the great nations of the world are now gathered in that beautiful city of the Hague for arbitration, or to see if some means cannot be devised to prevent the horrors of warfare.

The organization that I represent—the National Hardware Association of these United States—was not thought of until it had passed through the hardships, trials and unnecessary evils, as we thought, that encompassed the country. A large number of jobbing houses have sprung up throughout the country, and it seems desirable that

Digitized by Google

some means should be adopted to gather together persons from all these various States, and consider the conditions that exist, and the terrible warfare and unnecessary slaughter and incessant and unnecessary harshness of feeling which have existed between them.

One of the by-laws of the National Hardware Association recognizes and calls for a Committee on Fraternal Relations. It is the business of that committee to aid, as far as possible, all local Associations in cities or towns to expand into State Associations, where possible, as probably you cover more States than any one of them, next to the Pacific Association and the New England Association, and you should see what can be done to meet the conditions which confront the average business man.

The conditions that surround you, gentlemen, are not the same as those in the far and distant West, nor those that exist in the New England States or in New York City. Articles with which you come in competition more vigorously in one section are not competitive articles in distant sections. Therefore it is very natural that sections should be arranged in local sections. But there are certain conditions that exist between all jobbers, which exist throughout the country. The conditions of honesty and integrity from one man to another exist throughout the broad land. Differentials exist as between the customer and the small trader. Thus conditions exist of the right and proper method to market their goods throughout the entire country, and by the consensus of the opinions of these various sections which the National Hardware Association endeavors to penetrate—by getting the consensus of opinion of those various sections, the conditions may be modified.

To respond to the call of the president. These gentlemen respond to the call whether they are in the extreme Northwest, on the Pacific Coast, in Kansas City, Minneapolis, or as far as New Orleans, in almost any of the sections of country which you gentlemen represent, they respond to the call of the president. For the first two years especially, it was my privilege to meet almost every manufacturer we came in contact with. The various views of members were not known; we had no opportunity to consult together; the pathway was to be hewed. It may be dangerous ground; unwise, experimental actions were nowhere to be considered. It was a question of honesty; it was a question of differentials, of protection as between manufacturers and consumers. When I say to the retailer—these things were brought before the manufacturers to meet their approval, and there has never been any feeling in this meeting—not the slightest. We found after one year they were the strongest advocates we had; and stand today the strongest advocates of the jobbers. The strongest opponents to arbitration, some of those who were most vigorously opposed te concerted action then are persons who are now our and your strongest friends.

I therefore will not attempt to take any more of your time.

Brief remarks were also made by Webster R. Walkley, James P. Kelly and others.

AN EXECUTIVE SESSION

confined only to members of the association, was held on Thursday afternoon. A paper that was to have been read by W. S. Sanford, of the Roberts, Sanford & Taylor Co., Sherman, Texas, was not presented.

THE SESSION OF FRIDAY MORNING

was opened at the usual hour, with President Mandlebaum in the chair. The president departed somewhat from the printed order of the programme, and the first paper called for was entitled: "Equity as it Should Exist Between the ...nufacturer and Jobber," and was presented by R. C. ...n, of the Charlotte Hardware Co., of Charlotte, N. ...

...t paper called for had been prepared by R. H. Edmonds, Editor of the *Manufacturers' Record*, Baltimore, Md., and was entitled: "The General Progress of the South." As Mr. Edmonds was unable to be present, the president requested D. T. Mallett, editor of *The Hardware Dealers' Magazine*, New York, to read the paper in his stead. It was a strong and able presentation of the commercial and financial development of the South in recent years. It recited the remarkable industrial progress made by the South, showing that where, in 1880, the South had $257,000,000 invested in manufacturing, with a total production of $659,000,000, it now has $1,000,000,000 capital invested, and an annual output of about $1,500,000,000. "The South, and the South alone," said Mr. Edmonds, "combines in itself all the natural advantages for the development of diversified manufactures, the creation of wealth, and the support of a dense population."

The next paper was called: "A General Talk," and was presented by its author, George H. Barbour, of the Michigan Stove Co., Detroit, Mich., who spoke as follows:

ADDRESS OF GEORGE H. BARBOUR.

When our business interests are affected, as has been the condition during the past five years, does it not behoove not only the manufacturer, but the jobber as well, to carefully look into the situation and see what can be done to better their conditions? Have we not all been placed in many trying positions when we stop to consider the past five years of depression? We have all been waiting for an improvement which, in my opinion, has now presented itself, and we begin to see a little daylight through the heavy clouds which have so long hung over us.

The manufacturer has continued to do business to a greater or less extent; he has seen much of his product shrink in value; while he has made his purchases of materials, we admit, at low prices, he has realized too often reduced prices for his manufactured products, with a decreasing demand, so that to keep the institution running to its full capacity at times was one of the impossibilities, thereby resulting in idleness of willing employes who wanted and needed the work which the manufacturer was unable to furnish. When such a condition as this exists throughout this great country of ours, it is almost impossible for anyone to calculate the great disaster which is sure to follow.

Show me any of our manufacturing institutions with the smoke issuing from their chimneys, and their employes well employed six days of the week and I will vouch for prosperity. I rejoice to say, so far as I am informed, that the majority, if not all, of our manufacturing institutions are to-day in a changed condition—all busy. This being the case, can we not say that a similar condition, if not a better one, exists to-day with the jobber, for the prosperity of one means the prosperity of the other.

I realize fully that you, the members of this organization, and the jobbers of this country have, during the past five years, passed through a siege, a repetition of which you would not care to encounter for many years to come. I have always held that there is, and must always be, a mutual interest existing between the manufacturer and the jobber, and that success to the one must bring success to the other. If the manufacturer does not manifest an interest in the jobber, he is not entitled to success, for the prosperity of his business depends largely upon keeping the jobber in close relation with him.

While I have endeavored, briefly, to show you the mutual good fellowship which must exist in order to bring about desired results, may I be allowed to carry this subject a little further, and call your attention, as jobbers, to the necessity in your dealings with the retail merchants of seeing to it that this may always exist. Thus mutual interest I claim is necessary to make your business a great success. No doubt all of you are willing to admit that many large institutions are not built up in weeks, months or

Digitized by Google



SOUTHERN HARDWARE JOBBERS' ASSOCIATION, JUNE 14th, 15th, 16th, 1899.
Taken at "The Islesworth," Atlantic City, N. J., by "Prince," New York, Washington and Atlantic City.

Digitized by Google

years; many a business man, as you well know, has grown gray haired in his business, and I have come to one conclusion, namely, that no manufacturer, jobber or retailer, can say truly to himself, "I have my business under control—no competitor can take it away from me." Oh, what a mistake for any business man to even think this, and I want to urge him to not continue in this mistaken thought, for as sure as you live that day has gone by. "Eternal vigilance" seems to me to be the words we should keep before us, and then if we do not look out the other fellow is after us and close on our tracks.

I have mentioned the retailer, because I consider him a very important factor to both the manufacturer and jobber. My first business education was in a country retail store in old New England, where I was born. The business was established by my father back in the year 1837. The stock carried consisted of a somewhat mixed variety—dry goods, Yankee notions, boots, shoes, hats and caps. I was obliged to start in at an early age, and I shall never forget the experience, and never have regretted the schooling if I may so term it, that I received at the time referred to. Perhaps it is from this experience that I have such a tender spot in my nature for the retailer.

I want to occupy a little of your time on the subject of associations, and may I be excused if I state that I speak from a good deal of experience on the subject? You know it is often said that in "union there is strength," so I unhesitatingly say that in "association there is a power for good." Do not understand me as advocating any association that will misuse its power—not so—but I advocate associations because they bring together business men engaged in the same lines of business, and if they do nothing more than come together at regular stated dates, there is sure to be much good result from their deliberations. In the manufacturing business in which I am engaged, we have now, and have had for years past, an association which has enabled the majority of our manufacturers engaged in the same line to become better acquainted and exchange ideas, and instead of many of us concluding, as we often did on the old lines before associations were formed, that the majority of those engaged in the same lines were the meanest kind of fellows, we have had the experience of finding out that they were a lot of jolly good fellows, and in all the different associations of which I have had the pleasure of being a member, at all times, and under all circumstances, I feel at liberty to write them letters, and if I am informed that any member thereof has or is doing something different from what he has agreed to do, I never hesitate to so state to him in person or by letter, and I want him to do the same by me. We must have confidence in each other. Associations, properly organized, do not call for rigid rules, but always agree to what is reasonable and right. These are the days of associations. The city of Detroit, where I reside, we claim is the Convention City of the world (please do not consider this egotism), for the reason that last year we took care of sixty-eight different associations that met in our city, and this year we expect to have this number increased to nearly one hundred. Among the number may I mention the Christian Endeavor—an association or society, if you so choose to call it, numbering, I am informed, over one hundred and fifty thousand members; and right here I wish to say that we hope to have the honor of having the Southern Jobbers' Association with us sooner or later. You know you have already been invited, and I will vouch for the invitation to hold good at any time, and when you come, you shall receive a hearty welcome. In conclusion of this subject of associations, I urge that your present [illegible]bers be looked after carefully; see to it, individually, [illegible]o member resigns, and, in my opinion, your officers [illegible]ent members, should not feel satisfied until they [illegible]lled every Southern jobber. Then continue on until you have secured all the jobbers in the East, West and North; then you can well call yourselves the National Jobbers' Association of the United States.

A word about travelers and salesmen—concluding that you employ both—and I want to classify and make a distinction between your traveler and your local salesman. First, let me ask what constitutes a good traveler? From my standpoint, he should be an intelligent man—I do not mean he must be a college graduate, but a man of fair education at least. He should be an excellent judge of human nature, because he will come in contact with a variety of different characters, and if he is to meet with success, he must not be self-opinionated; he should endeavor on his first visit to study the customer; if the merchant is engaged, wait until he is not busy before he shoves a card in his face. When the opportunity affords itself, he should approach him in the right way—not by commencing to criticise unfavorably some competitor's goods, but bring to the attention of the merchant intelligently the line of goods he represents; he should not appear interested to his customer in some competitor's goods.

It is always well for a traveler to keep posted himself in regard to competitors' goods, but never admit to his customer that he is; he should talk from start to finish on what he has to sell. The traveler should always be a man of good appearance, well dressed and, personally myself, I look to see if he has on a clean shirt and collar and his shoes well blacked. In my opinion there are many little things that go to the credit of the traveler if he only carries them out. Of course it goes without saying that he must be a man of good habits and not over extravagant. Now the word "extravagant" I do not wish misunderstood. I am no believer in false economy; I want our travelers to always travel by the best route; I want them to stop at the best hotels, even if it costs a little more, and if they are traveling on daily expenses, I want them to be reasonable, but the item of sundries we always strike out.

Now, what shall we say of the local salesman? Many things which I have said of the traveler apply to the salesman, so far as the jobbing trade is concerned, but the situation is somewhat different. The salesman, being a local fixture, he must at all times be prepared to receive and attend to the wants of the merchants who visit the firm in whose employ he is. He, too, must be a gentleman in every sense of the word—pleasant, agreeable, never tiring, and if, after the merchant has finished his business with him, he can, in any reasonable way, assist him or do a favor for him, he may be sure the merchant will stand by him, and fully appreciate it, and when he returns to the city again to make his purchases, rest assured if the salesman leaves the right impression with him, and his name is Smith, the merchant will not be satisfied if there is another clerk by the name of Brown to have him wait upon him.

The salesman wants to labor to get the merchant to think well of him—he should never deceive him, even if he could gain an order by so doing; let the other fellow have the order if it is to be obtained by such methods, because he will get only one. When a salesman once gets the confidence of the merchant, and he continues to do business with him on the square, never deceiving him in any way, every time that man or firm will stand by the salesman. In a nutshell, my idea of a traveler, as well as a local salesman, is that he must be a gentleman—a man of good habits, agreeable, straightforward and honest.

Of late we have been hearing a good deal about trusts and consolidations of different interests. I am not quite sure that this subject will interest you, so I will only touch upon it lightly.

First let me say that I am not favorable to an investment when you take a dollar, real value, add water, as it is termed, then ask me to invest to the extent of double or triple the amount of real value. The holder of any such

Digitized by Google

securities will, sooner or later, get left, and this is just what our people have been doing with their investments during the past twelve months or more, until securities, called bonds, preferred stock and common stock, have been issued during the year 1899 to date to the amount of one billion five hundred million dollars. In 1898 the amount was nine hundred and sixteen million.

Now I believe that a consolidation of interests can be carried out to a successful issue, if they are treated as real values. I mean by this—to illustrate: If five jobbing houses, located, we will say, in one of our Southern cities, find their competition so sharp that ruinous prices are the result, and, at the end of the year's business they all find they have made no money, it would be much better for them to consolidate their interests on a sound basis, each and every concern to be allowed the real value of its stock, measuring all by the same yard-stick, and giving each sixteen ounces to the pound, then issue bonds or preferred stock to the real value, they would then simply be partners, their holdings greatly improved in many ways, they would be able to sell goods just as cheaply, and perhaps more so, because by this consolidation they would do away with the cutting of prices and would establish market prices, which would result in their being able to show



GEORGE H. BARBOUR.

a saving in many ways, which it would take too much of your time for me to discuss. I promised you when I alluded to this subject that I would be brief. My reason for referring to it was to remove from your minds certain prejudices that might exist against consolidation of interests, for which I do not blame any one when you consider consolidations that are not organized on the basis of real values.

One more very important subject which affects us all, and to which we may give a little thought, with benefit to ourselves. I refer to "profit earnings." Is there a single individual jobber in this country of ours who has not realized, during the past years of business depression, a gradual decrease in his profits year by year? You have been able to purchase your goods at very low prices, many times below the cost of production, and you may have said to yourselves, we will purchase a little freely of this or that article, thinking the bottom had been reached and that prices could go no lower, but in this you have been disappointed, and instead of a profit on your business, you have experienced a loss.

To do business you must, as jobbers, meet competition and take the results. You have been patient, and let me state at this point, I know of no line of business that has come out of the wreck with less disaster and fewer failures than the Hardware jobbers, and you are to be congratulated, as can also the retail Hardware dealers.

Now a change has taken place, and the question arises are you, as good business men, going to take advantage of the situation and get full market prices for your goods? You are certainly entitled to them; it should make no difference if your entire stock was purchased at extremely low prices. The question you want to consider is, what is the value of these goods at the lowest market prices? If you have a large supply of nails or bar iron or general merchandise, of which the market value to-day is fifty per cent. more than what you paid, are you going to sell it at a twenty-five per cent. advance, simply because some competitor of yours has concluded to do so? Let him do this kind of business; he will soon get out of stock; then let him go into the market and try to replenish his stock. Do you not think you would soon have the best of him? This is the harvest time; do not allow it to pass without your getting the benefits which you deserve and which will make up for the losses you have suffered.

No doubt you have already experienced difficulty in getting many of your orders filled; and as the fall season comes on, mark my prediction, you will find greater difficulty than you have yet experienced in securing sufficient goods to meet your demands, and my advice to you is to not delay your purchases for anything in your line of which your stock may be short. Prices will not decline on any iron or steel product, but, to the best of my knowledge and belief, will still further advance. Predictions are now freely made that Southern grades of pig iron will reach twenty dollars per ton. To-day, No. 1 Southern is worth in Detroit close to seventeen dollars (last June the same iron could have been purchased at ten dollars). Here you have a 70 per cent. advance. Figure out any manufactured article in which iron is a prominent factor of cost, and convince yourselves whether the manufacturer has his prices up to a point to equal the advance in material. I give it to you as my opinion he is nowhere near it; but next year, or the last half of this year, when he comes to purchase his material, he certainly will be forced to further advance his prices.

The subject given me, "A General Talk," I now leave to you. You must have decided that what I have presented to you has been more in the nature of a talk than an oration. To the latter I make no claim.

In conclusion, fearing I may have talked too long on the subjects I have discussed, perhaps to the extent of wearying you, if so, I would offer an apology, I have enjoyed being with you, and have felt highly honored at receiving an invitation from your worthy president to meet with you, and I assure you you have my very best wishes for the success of your organization, and if each officer and member will feel the responsibility resting upon him and do his duty, you need have no fear for your future success.

The next address was delivered by James H. Kennedy, editor of *Hardware*, New York, who spoke on the subject: "My Friend, the Business Man," as follows:

ADDRESS OF JAMES H. KENNEDY.

The study of the Business Man, as he is revealed at close range, has been to me one of great pleasure and some profit, during several recent years. Perhaps unfortunately for my general angle of vision, and power of discernment, I was sent direct from the school-house to the office of a daily newspaper, and was thenceforth, for a troubled series of years, thrown into hourly communication with a miscellaneous class, consisting mainly of editors, ministers, public officials, politicians, and jail-birds. Of the Simon Pure business man, as such, I gained only an occasional glance. Now and then one of these would enter politics, but in so doing, he immediately lost the saving characteristics of his class, and soon stepped back into private life for fun[illegible] tion, or remained and lost his reputation.

The transition, some eight years ago, from this [illegible] tion, to one where my daily walk and conversa[illegible]

Digitized by Google

with the business man upon his own chosen premises, was like the passing from a darkened fever-ward into the sunshine of the great, white, brilliant outdoors. The shadows one encountered were still shadows, but there flooded about and among them so much of brightness and sunshine and pulsing life, that the penumbra penetrated almost to the centre of the shade.

In this study of a new species, I have seen some things, of course, that could not be altogether approved, but they form so small a fraction in the total measurements that it is needless to dwell upon them here. If there be any force at all in this brief screed, it must accomplish this one purpose: Become a tribute to the honesty and good faith of the modern business man.

Let us here state a truism: That without this recognized and almost universal good-faith of one unto the others, the business methods of our modern civilization would be impossible.

How much could be accomplished if our ways of commerce and finance were set along those of the Chinese plan? Confucius, the inspired son of heaven, taught many things, but mutual trustfulness does not seem to have been among them. I recently read of a Chinese firm in San Francisco which consisted of six members. They bought a safe and set it at the centre of the counting room so that the four sides might be in the sight of all, and then hung six padlocks upon it, to each of which there belonged an individual key; and each key went into the keeping of a member of that firm. No one could take a dollar from that safe, unless the other five were there to watch him. If one member was kept away from too large a pipe-dream, (or smoker) all payments had to be suspended for the day.

How would this method work in your counting room? What would become of such gatherings as these if each of you was compelled to remain at home lest your partners should rifle your safe and rob your store?

Let us admit that there are scamps in the mercantile profession. There are storekeepers who have too close an acquaintance with kerosene cans as applied to insurance policies. There are men who have recurrent seasons of failing, the same as other men have fits. There are shysters of finance who exhaust all the resources of knavery for the money there is in it. There are dead-beats who systematically establish a credit for the purpose of a grand smash and premeditated spoliation. But were you to assemble all these—the scamps, the firebugs, the intentional bankrupts, the knaves, and the dead-beats, the sum of their operations as compared with the general volume of business would be so small as to scarcely merit mention. And of all the lines of commerce and finance known to-day under the name of American business, I honestly believe that the special line represented here to-day will furnish as small a proportion of these clouded specimens as any that can be named.

It is a splendid commentary upon the average honesty of commercial life that there are so many whom one can safely trust. In this I make no restriction in favor of your partners, your heads of departments, your cashiers and chief clerks. It takes in the twelve-dollar clerk, the girl who writes your letters and never gives away their contents (that is if you stick to business affairs and bar personal information), the porter, the truckman and the office boy. There are gentlemen here who employ help by the hundreds, and I don't believe that one of you can think of two people out of each hundred of whose honesty you have the slightest doubt. There are many of them who could steal you blind at a moment's notice—but they don't.

I was in an office in Wall Street some days ago, when an express messenger walked in, dumped down a package of one hundred and forty thousand dollars in currency, took a receipt, and walked away. He was probably in receipt of a salary of from twenty to twenty-five dollars a week, and from one end of the year to the other was handling packages of great value and easy negotiation—and every package went straight upon its appointed course.

There never passes a day in that great centre of cash and its equivalent that millions are not passed along by the hands of messenger boys to whom the tip of a dime assumes a financial operation of some importance. Think of the things you trust to your office boys, and the trouble and loss to which they could put you, were the prevailing sense of the day one of dishonesty, rather than the reverse. These cases are so usual as to become commonplace or trivial, but are never trivial when used to illustrate the one great fact that is the grandest possession of the commercial world of to-day.

Don't take it so much for granted, as to belittle this sterling honesty of business life. Teach the boys who look up to you as the sum total of business success, and as their surest guide to a like success, that indeed a good name is to be chosen even above the riches of the Hardware trade.

Put it on the lowest plane of business morals, if you will. Honesty is the best *policy*. It pays, in the long run in dollars and cents. It is the richest asset with which the young man can start in business life; it is the surest reliance of the business man with which to face the wearing trials of daily life; it is the best heritage he can leave behind him.

Put the taint of recognized commercial dishonesty upon a man, and let him pass through this room. One will meet him with a bow; one will say "Good Morning"; all of you may greet him—and yet there lies an atmosphere about him that he will feel, and you will feel; that intangible something which shows that he is with you but not of you; that narrow line of demarcation across which you may send the friendly word, but that your soul will not pass!

What amount of money is there that will requite a man for this separation from his kind?

It is not to be supposed, however, that a man shall be so guileless as to be transparent to all eyes. There are some things in which an average amount of diplomacy is needed, even in the Hardware trade. If you have a few cards in your sleeves, it is not necessary to throw them all down on the first call. There was a dear old mother out on an Ohio farm, and when the drover came along and asked her, "How much for the old cow?" she simply responded: "Pa said that I was to ask forty dollars for her, but to take thirty rather than miss a sale!"

In fact, the highest form of honesty—the widest power of shrewdness—make seemly and powerful yoke-fellows in this steady pull of business. They are seen combined in their highest form, in some of the greatest and most successful commercial enterprises. It is the right of each to use to the best of his ability, all the powers that have been bestowed upon him. No one should be afraid to use all the appliances and methods of modern experience and thought, as aids for the accomplishment of success.

Were this addressed to a body of young men, who were about setting out upon a quest for riches and fame—rather than to a lot of old fellows who have achieved them both—I would say: Be as sharp, as shrewd, as hustling as you can. If you don't push on your own account, the Lord won't send a tornado to lift you along. Muscles, brain power, will power, heart power, the seeing eye, the calculating mind, the business instinct—all these were given you to use. You have got to think for yourself; to act for yourself. Each line of business must, by the law of self-preservation, look after its own fortunes. The retailer and the manufacturer are not lying awake at night in order to preserve the interests of the jobber. Make all the money you honestly can; get all the business that is within your legitimate reach; make it yield all the profit it will,

Digitized by Google

You have got to do your own work; your own thinking. Despite Mrs. Hemans' opinion, the greatest fool in song or story was the boy who stood on the burning deck, whence all but him had fled. There he stood until he was blown up, simply because he did know that the time had come when he should get a move on, and do a little thinking for himself. He was too good to be successful. Like some of our sons, he depended too much on the old man.

Yet with all that can be so strongly urged in favor of legitimate enterprise, of mercantile power, organization and push, let it be remembered that the right of one man ceases where that of another begins. I don't know whether there are more or less temptations in business life than in other forms of enterprise. I do know, however, that Solomon said something about sin lying between buying and selling, even as the mortar holds between the stones in the wall—and Solomon belonged to a people who can give us all points as to the buying and selling of goods.

Perhaps if Solomon had been discussing some of the professions, his remarks might have been even more emphatic.

Summing up the business man, as I have seen him since becoming, in one sense, an associate member of the Hardware trade, I am led to the conclusion that, with the exception of a black sheep here and there, he is an honest, honorable, hospitable, enterprising and patriotic member of society. He does more than the statesman and lawmaker to keep the world moving in an upward groove. He is political economy reduced to a tangible form. He is the channel of intercommunication between men and men. He is the medium by which the maker of things finds his market; by which the user of things is supplied his daily needs. He came into being when Adam began to look about for agricultural impliments, with which to earn his bread in the sweat of his brow; his profession was established when the first grower of fig leaves used his neighbor as a medium through which to find a ladies' tailoring establishment in need of material. He loaded those caravans of Chaldea and Ur in those early days of Abraham, His were the fleets that sailed over the unknown seas; his have been the wagons that have toiled over the hills; he has loaded the railroad trains that traverse the continent. His commercial ventures have opened new lands, and blazed the way for civilization. He has been, and is, the missionary of practical things, in a world that may do without ideals and theories, but that must have ploughshares and axes, clothing and bread. He came into being because the world could not do without him; he will be a moving factor in affairs, so long as the world shall endure.

"Are Trusts Necessary under Existing Circumstances, and are they Detrimental to the Jobbers' Interests?" was next presented in a strong and thoughtful article by John Donnan, of W. S. Donnan & Co., Richmond, Va. Mr. Donnan said:

ADDRESS OF JOHN DONNAN.

Mr. President and Gentlemen: When requested by our President and Executive Committee, to make a brief address which would be of mutual interest to both manufacturers and jobbers, and to select my own subject, I must confess that, for awhile, I was at a loss for a theme. But upon reflection, knowing as I did, the personnel of this representative body, and its interest in every up-to-date question, concluded that if I made a few remarks upon the subject, "Are trusts necessary under existing conditions?" "And are they detrimental to the jobbers' interests?" I might, possibly, open a discussion upon a topic which is of the most intense interest to us all.

Never, in this country's history, has there been such a tendency towards consolidation. Never, in the world's history, have such aggregations of capital been employed. Not only we, in our own lines, see springing into life such gigantic corporations as the American Steel & Wire Co., and the Republic Steel & Iron Co., but when we look around and perceive the existence of such enormous trusts as the Standard Oil Co., and American Tobacco Co., the latter so powerful as, recently, to have absorbed a firm of such great wealth as Liggett & Myers, of St. Louis (whose annual output of tobacco was not less than forty million pounds), does it not strike you that the time has arrived for thoughtful men to stop and ask themselves the question: Where do we stand, and whither are we tending? To ask is not to answer a question; nor have I the temerity to think, for an instant, that I possess the ability to do so. 'Tis a subject as deep and broad as the blue Atlantic, which rolls before us; one so profound and complex, that the deepest thinkers fear to penetrate its intricate mazes. Says an eminent writer: "There is nothing more salutary to active men than occasional intervals of repose, when we look within and examine, almost insensibly, what we have done, what we are capable of doing. It is settling, as it were, a debtor and creditor account with the past, before we plunge into new speculations."

Gentlemen: do you not think that the new conditions which confront us, the bare facts as they exist, have brought us to a point where it is absolutely necessary for us, both manufacturer and jobber, to take our bearings? To get, as it were, our latitude and longitude and, if possible, try to see if we can find some reasons for existing conditions, for reasons there certainly must be. I think as a basis for our argument, we may safely state, as a fundamental principle, that no effect was ever produced without a cause; and grave reasons must surely have existed, which compelled large corporations, whose interests, heretofore, have been antagonistic to join hands.

I do not propose dealing with the motive which may have actuated individual firms in going into trusts; whether from mercenary reasons, or from compulsion, but rather, if possible, to analyze some of the existing conditions which made their formation almost a necessity to the manufacturer, for self-preservation. If both jobber and manufacturer will only let their minds revert to the past, for a period of twenty-five years, we can easily recall a few of the many lines which were imported, such as table cutlery, files, screws, curry combs, pad-locks, hand-saws, trace chains and many others, Why were they imported? For the simple reason that they could be brought into this country, plus duty, at a lower figure than they could be manufactured here. But why were they not manufactured here? Could we not at that time compete with Great Britain, and other foreign markets? *No*, and for many good reasons. Not only were our industries comparatively in their infancy, but our country was only partially developed. The Pacific Coast was then further away from us or the Atlantic Seaboard, than the Philippines are to-day. No great trans-continental lines connected the Pacific with the Atlantic. The great Northwest was an almost unknown wilderness, and the cities of that vast section were but villages. Coming closer home, we find that even we of the East were in the infancy of development. Few railroad systems were in existence. The Chesepeake and Ohio was an incomplete line. The Georgia Pacific unthought of, and the majority of the roads which, to-day, form the vast railroad systems of this country, were then short, independent lines.

The vast coal and limestone deposits of West Virginia were almost untouched; and Birmingham, which to-day dictates the price of iron to the world, not in existence. Our few manufacturing establishments were scattered from Virginia to the New England States, and the whole South devoted to agriculture. The infant factories, then existing, having to pay high prices for raw material at the mines, and high freight rates to each independent railroad line for the transportation of the raw material to their works, were in no position to keep out foreign goods

Digitized by Google

entirely, even though protected by a high tariff. But, although unable to eliminate foreign competition altogether, still they made handsome profits on their output, for notwithstanding the high cost of raw material, machinery not having reached the high state of perfection it has to-day, our manufactories had not then reached a point where production exceeded consumption.

But we have been looking at conditions as they existed in the past. Now let us examine the facts which confront us to-day, and see if we can find some of the reasons why the great manufacturing interests of this country have been forced into combinations. Within the past two decades, marvelous changes have taken place in our development; no country on this globe has having made such wonderful strides. Every section North, South, East and West has been brought into instant communication by telephone and telegraph. Four great trunk lines connecting the Atlantic and Pacific, and vast railroad systems, intersecting the whole interior, annihilate distance, and pour the wealth of one section at the doors of the other. The rapid development of our inexhaustable mineral resources; the discovery of electricity and natural gas; the perfection to which machinery has been brought, are all new factors, and the manufacturers of to-day find themselves confronting entirely new conditions. Instead of the few factories of New England and the Middle States, which, formerly, supplied the country with its requirements, monopolizing the trade, we find both the South and West, once wholly devoted to agriculture, entering the field as active competitors. Where, formerly, raw material had to be transported hundreds of miles, manufactured, and then reshipped to various sections of the country, we to-day find our factories not only established at, or near, points at which the raw material is produced, but where coal or natural gas is found in abundance. Here, then, we find two factors: increased competition and cheaper raw material, causing the commencement of the downward tendency; and as each year has passed, and we have seen perfected machinery, manipulated by skilled labor, producing commodities in quantities far in excess of consumption, declines have come still faster, as competition has become keener.

I do not propose to begin an argument as to whether protection does or does not protect; or if it was protection which enabled the manufacturing interests of this country to reach the enormous proportions to which they have attained; but, as far as I can, to look at facts as they exist, for the reasons which have driven our manufacturing interests into combines. Certainly, two indisputable facts stare us in the face: one, that our heretofore infant industries have grown to be giant corporations: the other, that perfected machinery makes our output far in excess of home consumption. These conditions had existed for sometime past, and each year competition had grown sharper, manufacturers, in their efforts to unload their surplus, cut each other, until the time came, when it was nothing unusual to purchase goods far below cost of production; dividends became a rarity; and many holding stock in our most valuable plants would gladly have disposed of it at half cost. Factories were run on half time to curtail production, and wages were cut to reduce cost of manufacture; the tariff did not protect; for, while protected against foreign markets, nothing protected the giant corporations of this country from cutting each other; and, finally, competition reached such a pass that, had the tariff been eliminated altogether, no foreign markets could have placed their goods in this country. Such a state of things could not last; it eventually meant bankruptcy to the individual corporation, and ruin to the country at large. Something must be done. If, on the other hand, production was curtailed, it meant loss in wages to the labor employed, as well as loss of interest on capital invested. On the other, if the factories were run to their full capacity, it was necessary that the prices be advanced, in order to make a living profit. Never were manufacturers of any country confronted with harder problems. Thousands of laborers employed, and millions of invested capital, attested the fact, that this country had progressed too far to think of curtailing production; consequently, the only solution must be, to devise some scheme by which to market the output, and do so on a profitable basis; and, in the formation of combinations, the keen, wide-awake American manufacturer rose to the occasion.

Well do we know that the names Trusts and Combinations are abhorred by the American people at large. Every means has been employed to prevent their formation; the finest legal talent has been brought into requisition in the endeavor to stamp them out, and yet, gentlemen, viewed from a broad standpoint, which of us will say that, under the conditions which existed, their formation was not necessary? Has the intellect of this country as yet been able to devise any other plan by which our manufactured products could be marketed at home upon a profitable basis? I think not. Whether the future will develop any other plan, remains to be seen. For the present, at least, we face the fact that these great combines exist, and are powers in the country; and the question of the most vital importance to the jobber is: Are they detrimental to his interests? I think the jobbing trade can safely say, no. For the past twenty-five years, there have been no greater sufferers from the awful declines which have taken place than the jobbers themselves, and I think I can unhesitatingly state as a fact, that we have sustained greater losses from declines in values, than from bad debts. That being the case, then who should more readily welcome any plan devised to raise values than the jobber? But what position have trusts assumed towerd the jobber? To the present time, at least, they have regarded him as the legitimate channel through which to market their products, well knowing that through him, they are reaching the consumer in the most economical way. Yet, no matter what their motive, still we must confess that, thus far, they have displayed the liberal spirit, and our margins on such lines as nails, wire, shovels and ammunition are most satisfactory.

What of their position toward us in the future? Have we cause for apprehension? I think not. True, trusts are corporations possessing vast wealth, and while, doubtless it would afford many of the officials infinite pleasure to pay their stockholders even larger dividends than they do at present, yet the executives of these mammoth interests are keen, farseeing, business men, and clearly perceive the point beyond which they dare not advance values, and that point is foreign competition. In foreign competition they recognize their great balance wheel, which if it could speak, would say, "I am greater than thou." Therefore, no matter how great their capital, trusts will never possess the power to raise values to a point higher than the tariff protects; and were the government, to-day, to open its doors and put our country on a free trade basis, all the trusts of America combined, could not raise values a point beyond foreign competition. And not until the day dawns when trusts shall own this round globe, do I see any reason for apprehension, or any cause for feeling that trusts are detrimental to our interests.

But, gentlemen, does it not strike a thinking man that, in the tendency of the times, there is a deep undertone, an almost audible voice, which would say to us, that ours is a land of destiny? Have all the lessons of the past no hidden meaning? Do we not, in the trend of events, discern the guiding hand of a higher power than man's? Has it been an accident that the hidden mineral resources of this great land have lain undeveloped until within the past two decades? Is it an accident that this is the only land on the round globe which, within itself, possesses every re-

Digitized by Google

source of manufacture and agriculture, and that can give a needing world of its plenty and still have abundance at home? Is it an accident, that adversity, and keen competition, at home, have developed the inventive genius of our people, until, with perfected machinery and cheap raw material, we are able not only to compete with, but to undersell the world? Is it an accident, that just when we have reached the point in our country's history where the output of our manufacturing establishments is so great as to congest the home markets; and wealth, cheap raw material, and the most improved machinery have given us the ability to compete with the world, at a profit, without reducing the price of labor, at home, that Cuba, Porto Rico, Hawaii, and the Philippines, should have come into our possession?

No, gentlemen, to thinking men these are not accidents. They are providences, which say to us plainly, this country is one of destiny, and has reached the turning point in its history. We must either retrograde or progess: Which shall it be? The days of our infancy have passed; the period necessary to protect our infant industries is ended. We, to-day, stand as giants equipped, and ready to battle for the world's commerce. To live within ourselves, to let over-production and home competition again bring prices to a point, from which even combines shall be unable to raise them, is to retrograde, and bring ruin and disaster upon our fair land. To open our doors to the world, thereby removing the last vestige of reason for foreign prejudice; to throw down the gauntlet to foreign competition; to seek and find, in export, our relief from a congested market, is to progress; for we well know that foreign labor can never compete with our skilled workmen, perfected machinery, inexhaustible resources, and the greatest wealth the world has ever seen. And further, if over-production and keen competition have made trusts necessary, in order to raise values to living profit, then, is not the conclusion equally logical that if, by export, we can relieve congestion, and do away with the necessity for such sharp competition at home, we, thereby, eliminate from the situation the necessity of combine?

But will the world take our goods? The trade balances, for months, have been in our favor. Can we export our goods profitably, and in competition with the world? Ask the manufacturers. There are many here to-day who could say, and truthfully, that had they, during the past five years, been able to bring their domestic, to the profitable mark of their export price, they would have been perfectly satisfied with the profits earned, and the necessity for becoming members of combines would never have arisen.

And now, gentlemen, in view of these indisputable facts, does there remain in your minds a doubt as to the course you should pursue? Does not necessity for relief from congestion at home drive you onward? Does not commerce, the world's great civilizer, draw you onward? Do not the ships of every nation moored to our wharves, in readiness to transport our products to the four quarters of the globe, say onward? Do not the isles of the sea and the dark places of the earth beckon you onward? And shall such calls go unheeded? Shall such opportunities be slighted? No, gentlemen, a thousand times no; but rather, let us give abundantly as we have received, and not only will we be a prosperous and happy nation at home, but ere long, nations now semi-barbarous, enlightened by the benign influences of Christian civilization, will arise and call us blessed!

C. T. Boynton, of the American Steel & Wire Co., Chicago, was to have presented a paper on "Our Prosperous Country," but was unable to be present. In his absence, the president called on T. H. Taylor, one of the New York representatives of that company, who spoke as follows:

REMARKS OF T. H. TAYLOR.

I want to say to you gentlemen, that it is a great pleasure to be with you for two reasons. Because with you I am with the Hardware men and all the terms that you are claiming I am familiar with. Then again, I am very glad to meet you as a representative of the American Steel & Wire Co. Mr. Boynton was unfortunately prevented from being here. While I do not undertake to say what our future policy is going to be, I want to say this to you; that we have endeavored to demonstrate that our interests and yours are mutual. I believe that you will concede that we have endeavored to put into effect such methods as would be for the benefit of the jobbing interests of the country. I can remember only a few weeks ago when the difference between the buyer by the single carload and the buyer of sixty kegs at a time was infinitesmal; perhaps it was five cents and sometimes nothing. We had a conference with some of your people—more particularly of the National Hardware Association—and we very willingly and at once put into effect an arrangement which enabled some better profits to be secured. I do not think we did that as a matter of philanthropy. Hardwaremen do not conduct their business along philanthropic lines, but on honorable lines I have found always to be the case. I believe that among the very substantial of all the commercial people of the world the Hardware people stand very near at the top. We have a large product to market and the guiding hands in our great enterprise have been marketing that product for many years, so that we have the strongest minds with the greatest experience guiding the affairs of our company at this moment.

A great deal has been said about trusts. It is something we all should consider carefully, but the American Steel & Wire Co. is not built on the basis and was not intended as a stock jobbing scheme. If it had been, I question if the gentlemen who are to-day at the head of its affiairs would ever have come back from private life to take up the actual business of the company as is the case.

The American Steel & Wire Company is building for the future, and the gentlemen who are engineering its business are endeavoring to build a structure that will be just as lasting as the structure which any of you gentlemen are endeavoring to build, and I believe that you will agree with me that the action of our people of the past ninety days which we have been conducting this business, has indicated a desire not to get rich in a minute; not to advance prices more than was reasonable, but to secure for our goods a reasonable amount in line with the price of our material, and in furthering the line of action of having our business built for the future we have laid down a broad principle that we desire to deal with you gentlemen, and we endeavor to bring in such methods and arrange such plans as to make you feel that we are dealing with you fairly.

There are differences that will come up between us from time to time. There is one feature which has been brought out by Mr. Donnan of great interest to us. This country is able to produce far more in the line of metals than the country can consume. There are large markets outside of this country where those metals are used. Now, in the past, that foreign business has been secured in a very uncertain way; if one of these concerns which we now own had a surplus of material, they would hasten it across the water, and for a short period of time unload that material; and then when they could sell about as much in this country they would stop that foreign work and market their goods here.

Now, the Germans and the English who have had the foreign market for many year have never conducted the business in that way. They have seen that they must take the business continuously at all times, and under all conditions, and they proceeded to do that very thing; and if

Digitized by Google

there is a number of large corporations—which I do not call trusts—and there is no more trust than your Hardware firms that are corporations. Many of your Hardware firms have been built up by buying half a dozen firms. You will see in our large cities that this is a fact. If these large corporations are to prosper to the fullest extent, they must to the fullest extent keep their machinery going.

Now, I happen to know that a number of those corporations have laid down a definite policy that they would have that foreign business, and would have it continuously. Now, it transpires that a large corporation with which I am acquainted, markets 800,000 tons of stuff. That concern never had such a market before, and but a very small fraction of their products has ever been sent out of the country. Now, if that concern increased its sales by twenty per cent. by marketing its goods in foreign countries to the extent of twenty per cent., it increases production in this country, and to that extent it increases the number of men it must employ, and you can see the result at once.

Now, if these large corporations, as Mr. Donnan suggested, go ahead and carry out that broad policy of taking the foreign markets of the world, it is a foregone conclusion that we can do it to-day. If they will follow out the policy with their present opportunities of taking these foreign markets, that means a greater number of people to employ and a larger business to be done.

"Twentieth Cenury Progress" was next discussed by Daniel Stern, president and editor of the *American Artisan*, Chicago, who ably presented the several important questions which the coming century will be called upon to face. "The Development of the Southern Hardware Trade," was handled in an able manner by W. H. Wilson, manager of the *Tradesman* Publishing Co., Chattanooga, Tenn.

"The Beneficial Results from Associations," had been the subject upon which R. R. Williams, Hardware editor of the *Iron Age*, New York, was to speak, but because of the lateness of the hour, Mr. Williams excused himself in a few witty remarks, which were just enough to suggest to those present the treat they had missed. The concluding paper of the morning was entitled "The Trade Journal as a Developer of of closer commercial relations between the Jobbers and the Retailers," and was presented by W. S. Hemby, editor of *Iron and Steel*, Chicago.

THE FINAL MEETING

of the Association was held on the afternoon of Friday, and was an executive session, to which members only were admitted. There was no discussion of the questions presented in the regular programme, as the time was limited. The chief business transacted was the election of officers for the ensuing year, and the result was that the old staff were re-elected, with the exception of two members who declined to serve—Fred Orgill, of Orgill Bros. & Co., Memphis, Tenn., and James Moroney, of the Moroney Hardware Co., Dallas, Tex. The officers are as follows:

President, James J. Mandlebaum, Fones Bros. Hardware Co., Little Rock, Ark.

First Vice-President, O. B. Barker, Barker-Jennings Hardware Co.; Lynchburg, Va.

Second Vice-President, R. E. Bell, R. E. Bell Hardware Co., Weatherford, Tex.

Executive Committee, W. E. Gibbons, Woodruff Hardware Co., Knoxsville, Tenn.; W. A. Parker, Beck & Gregg Hardware Co., Atlanta, Ga.; C. E. Speer, Speer Hardware Co., Fort Smith, Ark.; C. N. Roberts, Roberts, Sandford & Taylor Co., Sherman, Tex.

C. B. Carter, who has ably served as secretary-treasurer for several years, declined a re-election, and expects to again engage in business in the South at an early day.

The place for the convention of 1900 was not selected, the question being left to the executive committee.

ENTERTAINMENT OF THE GUESTS.

There may have been occasions in the social history of the world where more hospitality, warmth, good feeling and personal enjoyment were crowded into a given number of days, than was the case in Atlantic City, during this convention week, but, if so, the writer of this has failed to come across the record.

The members of the Association, the officers, the members of the reception committee, the proprietor of the Islesworth, the guests themselves—all united in a hearty manner to make the occasion one of rare enjoyment, and their efforts were crowned with success. There was not a moment outside of business hours that was not filled in with something planned by the reception committee, and possible because of the generosity of the manufacturers, whose purses were so generous in response to each demand made upon them.

The chairman of this committee, was of course, Irby Bennett, of the Winchester Repeating Arms Co., who has made an enviable record in like labors in years past. He was ably seconded by such members of the committee as were present; that body, in its entirity, being as follows:

Irby Bennett, Chairman; Winchester Repeating Arms Co.
W. E. Austin; Southern Agricultural Works.
George Brown; Southern Plow Co.
C. L. Campbell; Peck, Stow & Wilcox Co.
W. A. Chenoweth; Henry Disston & Sons.
A. B. Clarke; Old Dominion Steel & Iron Works Co.
F. F. Conner; Eberhard Manufacturing Co.
Tom Ellis; Herman Boker & Co.
F. H. Forman; The American Steel & Wire Co.
C. M. Fouche; Park Brothers & Co.
Edward H. Garcia; Trenton Rubber Manufacturing Co.
N. A. Gladding; E. C. Atkins & Co.
T. H. Gossett; John H. Graham & Co.
J. H. Grubb; Hussey, Binns & Co.
Frank L. Guildener; Sargent & Co.
Geo. H. Harper; National Enameling & Stamping Co.
J. M. Hottel; G. & H. Barnett Co.
W. P. Hudson; Russell & Erwin Manufacturing Co.
H. B. Lupton; American Steel & Wire Co.
F. M. Huggins; Landers, Frary & Clark.
Jas. P. Kelly; Kelly Axle Manufacturing Co.
C. T. McKinnie; Stanley Works.
Guy Mitchell; Mallory Wheeler Co.
V. A. Moore; V. A. Moore & Co.
W. D. Mounger; Michigan Stove Co.
E. E. Paine; B. F. Avery & Sons.
H. Rashco; Nixdorff-Krein Manufacturing Co.
Henry F. Reese; Fairbanks Standard Scale Co.
Banks Rucker; Russell & Erwin Manufacturing Co.
J. F. Schroeder; Henry Keidel & Co.
Fred Seeley; Wiebusch & Hilger.
W. P. Smith; J. C. McCarty & Co.
A. R. Sullivan; Towers & Sullivan Manufacturing Co.
L. D. Vogel; Charter Oak Stove & Range Co.
F. C. Wheeler; Hermann Boker & Co.
Charles H. Wier; Wier & Wilson.
C. K. Woodburnt; Warren McArthur,

It would, indeed, be an invidious distinction were no metion made of the labors of that general, genial, ever-present and always-on-hand-when-needed official, Sergeant-Major H. H. Beers, of the Southern section of the house of Schmachtenberg Bros., New York. He blossomed on the expectant vision behind a badge that combined the colors of the rainbow; suggested a railroad turntable in size, and a West Point graduate in the matter of gold lace. But brighter than the badge was his look of welcome; larger than the badge, was the smile upon his face; better than the shine of the gold lace, was his word of hearty welcome. He made all the guests—and the ladies especially—feel at home, and made happier everyone he shone upon.

Presidents may come and go; vice-presidents have their brief terms of honor, and flutter out; committees be dis-

Digitized by Google

solved—but there can be but one sergeant-major, and his name is Beers! Zwei Beer!

A GRAND CAKE-WALK

was the event planned for the entertainment of the guests for the evening of Wednesday. It was admirably arranged and successfully carried out, by a special committee of the general reception committee, constituted as follows: Chairman, George H. Harper, National Enameling & Stamping Co.: H. B. Lupton, American Steel & Wire Co.; James P. Kelly, Kelly Axe Manufacturing Co.; Howard M. Davis, American Tin Plate Co.; C. L. Campbell, Peck, Stow & Wilcox Co.

The talent of Atlantic City had been drawn upon, and a large number of contestents were seen upon the floor of the Islesworth Palm Garden when the music struck up and the "walk" was fully on. The prizes were choice and valuable; the excitement was great; and the music fine. Then came choice refreshments served by order of the committee, and then came dancing to such as cared to remain and take part.

CARRIAGE RIDE AND SAIL.

A sail on a choice fleet of yachts had been arranged for Thursday afternoon, with a carriage ride for such as did not care to go upon the water. A number of ladies and several of the gentlemen preferred the latter form of enjoyment, and spent a couple of hours in comfortable carriage, in seeing the sights of Atlantic City. The others were carried in busses from the Islesworth to the wharf, where seven beautiful sail boats awaited them, and a sail of rare enjoyment followed. The special committee having the matter in charge, consisted of the following gentlemen: Irby Bennett, chairman, Winchester Repeating Arms Co.; F. G. Seeley, Wiebusch & Higer; James P. Kelly, Kelly Axe Mfg. Co.; Charles H. Wier, Wier & Wilson; George H. Harper, National Enameling & Stamping Co.

Thursday evening was the occasion of an entertainment arranged by the committee in which the latent talent of the Association and of the guests was ably demonstrated. Mr. Bennett presided, and introduced the gentlemen and ladies who had kindly consented to take part.

A brief but taking address was delivered by William F. Rockwell, president of the Miller Bros. Cutlery Co., Meriden, Conn. He spoke of several things in a semi-humorous vein, and in conclusion made the following telling points: "A little over a year ago war with Spain was declared. The so-called toy ships of the American navy, under command of Dewey, sailed into Manila harbor. They met the British-built craft, armed with the German Krupp guns and manned by foreign skill. The flag that bore the blue of heaven dotted thickly with fixed stars, floated its red and white stripes as serenely as the white stars of the firmament twinkle on a winter night. As steadily and unswerving as a ray of light from a planet, those star-bedecked ships launched the combined skill and intelligence of the centuries into the belated knowledge of the Old World. In a brief hour the standards of Europe had sunk forever, and the American stars could be seen the world over. This was not luck, as a few weeks later, another detachment of the same great fleet caused the stars to sing together and flaunt their stripes at the destruction of the remnant of a nation's foreign-built ships and guns at Santiago. The moral of this is plain. The ships were American built; the guns were American contrivances; they were manned by American citizens. American is a term synonymous with success. It is to be hoped that the great respect for this country and its products which the war with Spain has inspired in all parts of the world will extend more fully among our own citizens."

A vocal solo was most acceptably rendered by N. A. Gladding, of E. C. Atkins & Co. This was followed by an entertaining speech from Col. B. F. Atkinson, of the Atkinson Hardware Co., Fort Smith, Ark.; a vocal solo by Mrs. Frank Wright, of New York; an eloquent speech from Webster R. Walkley, of Peck, Stow & Wilcox Co.; a choice and excellently rendered recitation from Mrs. H. B. Lupton, and the "Negro Coon Hunt," most graphically presented by William Teague, of Montgomery, Ala.

Refreshments were again served by order of the committee.

A smoker of a pleasant and orderly character followed. The gentlemen who remained all retired at an *early* hour.

A VISIT TO PHILADELPHIA.

Philadelphia is only one hour's time from Atlantic City, and the representatives of that hospitable and generous city were present in every gathering, and on hand when anything was to be done for the pleasure of the guests. It was in this spirit that a cordial invitation was extended to the convention on behalf of the Enterprise Mfg. Co. of Pa., and Henry Disston & Sons, to visit their great establishments on Saturday, the 17th. A hearty acceptance was the response, and on the morning named, the members of the Association, almost without exception, with many of the guests, left Atlantic City, some via the Broad Street station, Philadelphia, and others by way of Camden, landing at Market Street, Philadelphia. At these respective points the members were met by representatives of the Enterprise Mfg. Co., who were in readiness to convey them in carriages to their plant. A very pleasant ride was had through Chestnut, Market, Broad and Diamond Streets, passing en-route many of the city's prominent points of interest, all of which elicited much praise from the Hardwaremen.

Arriving at the Enterprise Mfg. Co.'s factory about 11 o'clock, they were met and formally introduced to the president of the company, T. Henry Asbury, subsequent to which they were taken through some of the more important departments of this mammoth establishment.

The members seemed to greatly appreciate the efforts put forth for their entertainment, and carried with them pleasant recollections of their sojourn in this factory.

Among other things prominently distributed through the factory was a card bearing the following inscription: "The flags are up to-day in honor of a visit from the members of the Southern Hardware Jobbers Association." This was a delicate tribute to the visiting members.

Upon the completion of the tour of inspection the individual members were pleased and surprised to receive in the form of a momento of this visit, one of the company's most recent additions to their varied line of goods, this being a meat and food masticator, after which the carriages were again taken and the delegates conveyed to the Hanover Street wharf, at which point was found in waiting the handsome tug, *William S. Stokley*. Stepping aboard the delegates were treated to a splendid lunch served in the usual generous Disston fashion. This was served while en-route to the works of Henry Disston & Sons, at Tacony, about seven miles up the river. An inspection of this great plant was cordially enjoyed by each member of the Association present, and it is no disparagement of the enjoyment which the members found in their convention work to say that many of them stated that this day's visitation was enjoyed even more than was their stay in Atlantic City.

The guests of the Enterprise Mfg. Co. and Henry Disston & Sons were then conveyed by the same tug to the Chestnut Street wharf, Philadelphia, whence they wended their several ways in peace and happiness.

RESOLUTIONS OF THE ASSOCIATION.

The following resolutions were adopted by the Association:

Resolved: That the hearty thanks of this Association are hereby tendered the President, Mr. J. J. Mandlebaum, and to the officers associated with him, for their untiring, faithful and efficient services in behalf of the interests of the Association during the past year, and that we bespeak for

Digitized by Google

them the earnest support of every member during the ensuing twelve months.

Resolved: That we hereby express our thanks to the members of the Hardware Press, also to the various manufacturers and their representatives, individually and collectively, for their attendance at this convention, and for the very able papers with which we have been favored by a number of these gentlemen.

Resolved: That we most thoroughly appreciate the very successful and pleasant entertainments that have been given us by the manufacturers and their representatives, through the energetic efforts of the reception committee, of which Mr. Irby Bennett was the chairman, and we hereby tender them our heartfelt thanks for same.

Resolved: That we feel our indebtedness to Mr. A. C. McClellen, the courteous and liberal hearted manager of the Hotel Islesworth, who has so kindly and graciously favored us in every way possible to make our visit pleasant.

Resolved: That we take great pleasure in expressing our gratitude and sincere thanks to Mr. Henry H. Beers who has served this convention so carefully and efficiently as sergeant-at-arms.

The following was also adopted:

Resolved: That the Southern Hardware Jobbers Association request the manufacturers and importers to accept local checks at par in payment of our purchases.

TELEGRAMS RECEIVED.

The following telegram and response, recorded during the session, speak for themselves:

Southern Hardware Jobbers' Association.

From Shasta's snowy peak to the Atlantic's sandy beach, in annual session, 14th, 15th and 16th, Greeeting: To the jobbers of the Sunny South in ninth annual session, promotion of more friendly relations among jobbers and with manufacturers, resulting in increased prosperity to both, is the earnest desire of the jobbers of the Golden West.

Pacific Coast Hareware and Metal Ass'n.

Brace Hayden, President,
Pacific Coast Hardware & Metal Association
Castle Craig, Cal.

The Southern Hardware Jobbers' Association, in convention assembled return greeting and congratulate their brethren of the Golden West on the happy career of your Association. May its usefulness increase and our recently acquired possessions open up still further fields of commerce. Our earnest aim is to secure equal benefits to the entire Hardware jobbing trade.

Southern Hardware Jobbers' Association.

J. J. Mandlebaum.

It is with sincere regret I was obliged, because of matters entirely beyond my control, to forego the pleasure of meeting with you. It is my pleasure to enjoy an exceedingly pleasant acquaintance with some of your members which makes me anxious to increase that acquaintance until it shall extend to the whole of the Southern Jobbers' Hardware Association.

I know your meeting will be a pleasant one, and trust it may be a profitable one to all concerned. You certainly have our best wishes, and it shall be our effort in the future to make the relations of this company of the most pleasant nature and greatest profit to all your members. We trust Forman is still on earth. C. F. Boynton.

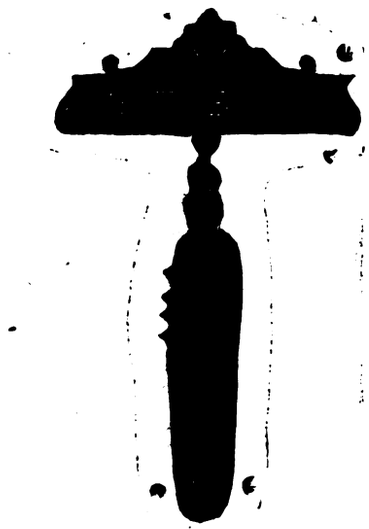
SOUVENIRS AND BADGES.

While some of the members and guests were becoming acquainted with each other, and others were renewing old friendships, on Tuesday evening, Seargeant-Major Beers went behind the office counter—over which the top of his head could be plainly seen—and opened a register in which the guests (ladies first) were asked to inscribe their names. As each did so, he or she became the recepient of a handsome and artistic badge, the shape and character of which may be understood by the accompanying illustration. It was provided by the Association, as a fitting memento of the occasion. Two hundred of these had been ordered, but the attendance was so much larger than had been anticipated, there were not enough to go around; but the guests were all cared for first, and some of the members of the Association were compelled to go badgeless. The badge consisted of a silver pin upon which was the word "Souvenir," and dependent from which was a pearl-handled knife, the steel blades and back of which had been gilded with real gold. A corkscrew of like character was set into the back. On the blade was the following: "S. H. J. A., June, 1899." It was an artistic and beautiful ornament and was in great demand.

Other souvenirs were distributed in abundance. A handsome little case containing a finely finished nail file, and bearing the famous words, "Black Diamond," was presented with the compliments of the G. & H. Barnett Co., Philadelphia. N. A. Gladding, representative of the well known saw manufacturers, E. C. Atkins & Co., Indianapolis, gladdened (no pun intended) his friends with a handsome and useful fountain pen, upon which were inscribed the words, "Write your orders for Atkins' saws." A sterling silver case won the especial thanks of the ladies, and contained a highly finished nail file. On the two sides of the case were artistically etched the inscription, "Compliments of the Nicholson File Co." A sea shell to which was attached a little thermometer, was presented with the compliments of the Fairbanks Scale Co., Baltimore branch.

THE HOTEL ISLESWORTH.

The convention was fortunate in securing a hotel so well situated and so admirably arranged for convention purposes as was the Islesworth, which fronts on one of the main avenues of Atlantic City, with a frontage extending



to the board walk and the ocean. The convention owned the whole establishment while there. The Sun Parlor was admirably adapted for the meetings; the Palm Garden for social occasions; the halls and piazzas for loafing and visiting. Mr. McClellan, the proprietor and his efficient staff, did everything within their power to make the time and occasion pleasant for their guests.

THOSE WHO WERE THERE.

There were many visitors of prominence who graced the occasion by their presence. Among these were George H. Sargent, of Sargent & Co., and president of the Hardware Club of New York, whose modesty compelled him to decline to make any public appearance, although urged again and again by the president; William W. Supplee, ex-president of the National Hardware Association, who spoke briefly as the representative of that organization; T. James Fernley, the secretary-treasurer of the National Association, who graciously permitted himself to be seen (even in a bathing suit), but refused decidedly not to be heard; C. S. Van Wagoner, of the Van Wagoner & Williams Hardware Co., Cleveland, O.; Gen. P. H. Withington, of the Withington & Cooley Mfg. Co., Jackson, Mich., R. K. Carter, R. K. Carter & Co., New York; Clarke Merchant, Merchant & Co., Philadelphia; Hugh McCaffrey, McCaffrey File Co., Philadelphia; Russell W. McKee, Bruce & Cook, New York, and Wm. H. Cole, Tower & Lyon, New York. The Russell & Erwin Mfg. Co., New York, were especially well represented, the following gen-

Digitized by Google

tlemen from that establishment being present: B. A. Hawley, W. P. Hudson, Banks Rucker, S. B. Bispham, E. H. Mansfield and J. H. Van Newkirk.

The record in full, was as follows:

W. R. Walkley, Peck, Stow & Wilcox Co., N. Y.
George H. Sargent, Sargent & Co., N. Y.
Geo. H. Harper, National Enameling & Stamping Co., Baltimore.
Harry C. Disston, Henry Disston & Sons, Phila.
Henry B. Lupton, American Steel & Wire Co., N. Y.
T. H. Taylor, American Steel & Wire Co., N. Y.
Joseph M. Hottel, G. & H. Barnett Co., Phila.
J. P. Kelly, Kelly Axe Mfg. Co., Alexandria, Ind.
C. S. Van Wagoner, Van Wagoner & Williams Hardware Co., Cleveland.
Hugh McCaffrey, McCaffrey File Co., Phila.
B. A. Hawley, Russell & Erwin Mfg. Co., N. Y.
E. H. Mansfield, Russell & Erwin Mfg. Co., New Britain, Conn.
J. H. Van Newkirk, Russell & Erwin Mfg. Co., Phila.
Russell W. McKee, Bruce & Cook, N. Y.
E. F. Cooper, Henry Disston & Sons, Phila.
Wm. Miller, Henry Disston & Sons, Phila.
G. M. Landers, Landers, Frary & Clark. New Britain, Conn.
H. Scovil, D. & H. Scovill, Higganum, Conn.
T. H. Russell, Geneva Tool Co., Geneva, Ohio.
Geo. E. Holton, Bryden Horse Shoe Co., Catasauqua, Pa.
Banks Rucker, Russell & Erwin Mfg. Co., N. Y.
N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.
H. W. Scattergood, G. & H. Barnett Co., Phila.
A. B. Rinehart, Whitman & Barnes Mfg. Co., Akron, Ohio.
T. H. Gossett, John H. Graham & Co., N. Y.
Thos. Ellis, Hermann Boker & Co., N. Y.
T. H. Forman, American Steel & Wire Co., Chicago.
H. W. Caldwell, Cleveland Stone Co., Cleveland, Ohio.
W. T. Rockwell, Miller Bros. Cutlery Co., Meriden, Conn.
S. B. Bispham, Russell & Erwin Mfg. Co., N. Y.
W. S. Hudson, Russell & Erwin Mfg. Co., N. Y.
W. P. Smith, Knoxville, Tenn.
Frank Guildener, Sargent & Co., Baltimore, Md.
Paul E. Heller, Heller & Bros., Newark, N. J.
Elias G. Heller, Heller & Bros., Newark, N. J.
Fred. Barr, Peck, Stow & Wilcox Co., N. Y.
H. S. Dormitzer, Wiebusch & Hilger, N. Y.
T. A. Alexander, Yale & Towne Mfg. Co., N. Y.
L. D. Vogel, Charter Oak Stove & Range Co., St. Louis.
Henry E. Cooper, Nicholson File Co., Providence, R. I.
E. D. Fisk, Nicholson File Co., Providence, R. I.
Geo. L. Irvin, Carlin & Fulton, Baltimore, Md.
Chas. L. Campbell, Peck, Stow & Wilcox Co., N. Y.
I. Hirsch, American Cutlery Co., Chicago.
J. J. Teeple, Van Wagoner & Williams Hardware Co., N. Y.
L. F. Blue, Van Wagoner & Williams Hardware Co., Cleveland.
Chas. H. Wier, American Axe & Tool Co., Baltimore.
H. H. Beers, N. Y.
F. S. Seeley, Wiebusch & Hilger, N. Y.
R. K. Carter, R. K. Carter & Co., N. Y.
John S. Sanders, Hartley & Graham, N. Y.
H. F. Reese, Fairbanks Scale Co., Baltimore.
Howard M. Davis, American Tin Plate Co., Chicago.
T. James Fernley, National Hardware Association, Phila.
Clarke Merchant, Merchant & Co., Phila.
Frank Wiswell, Enterprise Mfg. Co., Phila.
E. W. Clark, E. C. Atkins & Co., Indianapolis, Ind.
G. L. Bowen, Rhode Island Perkins Horse Shoe Co., Providence, R. I.
Wm. W. Supplee, National Hardware Association, Phila.
Arthur B. Clarke, Old Dominion Iron & Nail Works Co., Richmond, Va.
Edward S. Jackson, Miller Lock Co., Phila.
John R. Scott, American Steel Hoop Co., St. Louis.
Robert N. Peck, Stanley Rule & Level Co., New Britain, Conn.
H. B. Guthrie, American Steel Hoop Co., Pittsburg.
P. B. Noyes, Oneida Community, Kenwood, N. Y.
Chas. L. Gilpin, W. Dewees Wood Co., Pittsburg.
G. B. Durell, Harriman Hoe & Tool Co., Harriman, Tenn.
A. H. Potter, E. C. Atkins & Co., Norfolk, Va.
I. R. Leonard, Oneida Community, Kenwood, N. Y.
F. S. Kretsinger, Iowa Farming Tool Co., Fort Madison, Ia.
J. F. Handy, Chas. Parker Co., N. Y.
W. S. Troyle, Kearney & Foot Co., N. Y.
Thos. Parkes, Jr., Sargent & Co., Nashville, Tenn.
R. S. Waddell, Du Pont Powder Co., Cincinnati, Ohio.
T. E. Oliver, Oliver Bros., N. Y.
W. C. McMahon, Oliver Iron & Steel Co., Pittsburgh, Pa.
H. A. Curtiss, Meriden Cutlery Co., Meriden, Conn.
Alfred Whitehead, Whitehead Bros. Rubber Co., Trenton, N. J.
Jas. M. Cress, Whitehead Bros. Rubber Co., Trenton, N. J.
Jos. R. Mann, Mann Edge Tool Co., Lewistown, Pa.
H. B. Plumb, Eagle Lock Co., N. Y.
C. W. Plumb, Eagle Lock Co., N. Y.
J. B. Lessig, Jr., Ellis & Lessig Co., Pottstown, Pa.
Howard Roland, T. Rowland's Sons, Phila.
Joseph A. Corey, John A Roebling's Sons Co., Trenton, N. J.
John H. Heimbuecher, St. Louis.
W. A. Rockwell, Harriman Plow & Handle Co., Harriman, Tenn.
Wm. H. Cole, Tower & Lyon, N. Y.
R. T. Meade, Charles Leonard, Petersburg, Va.
S. Landauer, Southern Agricultural Works, Atlanta, Ga.
G. W. Brown, Southern Plow Co., Columbus, Ga.
A. Barnett, Old Dominion Steamship Co., N. Y.
Vick Greenbaum, Old Dominion Steamship Co., N. Y.
H. P. Stratton, Stratton & Bragg, Petersburg, Va.
R. H. Brooks, Odell Hardware Co., Greensboro, N. C.
T. H. Nickerson, Athens Hardware Co., Athens, Ga.
Geo. H. Cook, P. & B. R. R., N. Y.
Arthur S. Jones, Indiana Mfg. Co., Memphis, Tenn.
Geo. B. Nicols, Landers, Frary & Clark, Baltimore.
R. B. Wood, Crescent Belting & Packing Co., Trenton, N. J.
S. G. Gilffillan, Belfont Iron Works Co., Ironton, Ohio.
Thos. H. Rose, Livingston Nail Co., N. Y.
Col. B. F. Atkinson, Atkinson Hardware Co., Fort Smith, Ark.
G. Fuhrman, Atkinson Hardware Co., Fort Smith, Ark.
Dilworth R. Lupton, N. Y.
Jas. C. Luttrell, S. B. Luttrell & Co., Knoxville, Tenn.
W. G. Thomas, Thomas, Barnes & Miller, Memphis, Tenn.
M. H. Houston, Norton Iron Works, Ashland, Ky.
Oscar Richey, Kelly Nail & Iron Co., Ironton, Ohio.
Cliff E. Speer, Speer Hardware Co., Fort Smith, Ark.
Chas. R. Wilcox, National Supply Co., Baltimore, Md.
John Donnan, W. S. Donnan & Co., Richmond, Va.
Chas. H. Watkins, Watkins-Cottrell Co., Richmond, Va.
Harvey L. Anderson, Anderson Hardware Co., Atlanta, Ga.
Guy Mitchell, Buffalo Scale Co., Atlanta, Ga.
Irby Bennett, Winchester Repeating Arms Co., Memphis, Tenn.
E. D. Sledge, T. Fleming & Sons, Athens, Ga.
T. W. Gathright, May-Thomas Hardware Co., Birmingham, Ala.
John F. Schroeder, Henry Keidel & Co., Baltimore.
W. H. Martin, King Hardware Co., Atlanta, Ga.
W. C. Sproul, Anniston Hardware Co., Anniston, Ala.
F. C. Wheeler, Hermann Boker & Co., N. Y.
V. A. Moore, V. A. Moore & Co., Atlanta, Ga.
C. K. Woodburn, R. E. Dietz Co., N. Y.
O. J. Geraghty, N. & G. Taylor Co., Phila.
B. T. Haynes, Rome Hardware Co., Rome, Ga.
L. W. New, E. K. Tryon, Jr., & Co., Phila.
Fred. M. Huggins, Landers, Frary & Clark, New Britain, Conn.
F. F. Conner, Eberhard Mfg. Co., Cleveland, Ohio.
G. W. Lee, Eberhard Mfg. Co., Cleveland, Ohio.
Robert F. Bell, R. E. Bell Hardware Co., Weatherford, Texas.
J. C. Sproull, Anniston Hardware Co., Anniston, Ala.
H. W. Powers, Mitchell-Powers Hardware Co., Bristol, Tenn.
R. C. Carson, Charlotte Hardware Co., Charlotte, N. C.
A. R. Sullivan, Towers & Sullivan Mfg. Co., Rome, Ga.
J. D. Wyman, D. M. Snow & Co., Montgomery, Ala.
J. W. Tullis, Tullis Hardware Co., Montgomery, Ala.
W. E. Gibbins, Woodruff Hardware Co., Knoxville, Tenn.
Chas. F. Dayton, Kearney & Foot Co., N. Y.
Chas. H. Ireland, Odell Hardware Co., Greensboro, N. C.
W. A. Parker, Beck & Gregg Hardware Co., Atlanta, Ga.
Ed. S. Hughes, Ed. S. Hughes & Co., Abilene, Texas.
J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.
H. L. Anderson, Anderson Hardware Co., Atlanta, Ga.
Frank S. Gray, S. B. Hubbard Co., Jacksonville, Fla.
C. W. Turner, Turner Hardware Co., Muscogee, Ind. Ter.
Wm. C. Biddle, Biddle Purchasing Co., N. Y.
M. P. Jemison, Allen & Jemison, Tuscaloosa, Ala.
Geo. E. King, King Hardware Co., Atlanta.
H. C. Fox, Fox Bros., Pine Bluff, Ark.
Geo. J. May, F. P. May & Co., Washington, D. C.
Gen. P. Porter, Muscogee, Ind. Ter.
G. P. Peterson, Braylor, Peterson & Motley, Danville, Va.
G. W. Barnett, Teague, Barnett & Co., Montgomery, Ala.
C. W. Shackleford, Ross-Meehan Foundry Co., Chattanooga, Tenn.
Ed. H. Garcia, Trenton Rubber Mfg. Co., Trenton, N. J.
R. C. Thompson, R. S. Thompson & Son, Pine Bluff, Ark.
R. E. Bell, R. E. Bell Hardware Co., Weatherford, Texas.
O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va.
C. A. Cowles, Atlanta, Ga.
De Los Thomas, Winston, N. C.
J. Hildreth, Jr., Winchester Repeating Arms Co., N. Y.
Hiram Stafford, M. S. Mercantile Association, N. Y.
W. A. Chenoweth, Birmingham, Ala.
I. S. Craft, Knight & Wall Co., Tampa, Fla.
Perry G. Wall, Knight & Wall Co., Tampa, Fla.
Bruce Kcener, C. M. McClung & Co., Knoxville, Tenn.
J. P. Tabb, Tabb Bros. & Co., Baltimore.
S. Cohen, Novelty Mfg. Co., Jackson, Mich.
H. K. Milner, Milner & Kettig Co., Birmingham, Ala.
J. M Caldwell, Southern Bolt Co., Birmingham, Ala.
C. W. Taylor, Roberts, Sanford & Taylor Co., Sherman, Texas.
C. S. Roberts, Roberts, Sanford & Taylor Co., Sherman, Texas.
John R. Gregg, Logan, Gregg & Co., Pittsburg.
Henry Elmendorf, Elmendorf & Co., San Antonio, Texas.
Dr. E. H. Elmendorf, San Antonio, Texas.
D. Gregg, Logan, Gregg & Co., Pittsburg.
F. S. Wright, Virginia Iron, Coal & Coke Co., N. Y.
Wm. M. Teague, Jr., Teague & Sons, Montgomery, Ala.
D. G. Elliott, Pittsburg.
F. B. Price, Southern Railway, Phila.
H. M. Wortham, Dunlap Hardware Co., Macon, Ga.
Frisby F. Thomas, Winchester Repeating Arms Co., Baltimore.
Jas. J. Mandlebaum, Fones Bros. Hdw. Co., Little Rock, Ark.
C. B. Carter, Knoxville, Tenn.

The representatives of the trade Journals were as follows: R. R. Williams, *Iron Age*, New York; James H.

Digitized by Google

Kennedy, *Hardware*, New York; D. T. Mallett, *Hardware Dealers' Magazine*, New York; W. S. Hemby, *Iron & Steel*, Chicago; Daniel Stern, *The American Artisan*, Chicago; W. H. Wilson, *Chattanooga Tradesman*, Chattanooga.

Sisal, and Process of Preparation.

Sisal, or sisal hemp, is the product of one of the numerous fibrous plants known as agaves. Nearly all the agave family bear a close resemblance, so that anyone having seen a specimen of the "century plant" can form a good idea of the general appearance of all other varieties of the genus. All the agaves are indigenous to the American continent, and nearly all can be found in the Republic of Mexico. Only a few species flourish within the boundaries of the United States. While fibre can be derived from all these plants, only the quantity and quality obtained from a limited number of the species is such as to make them worthy of commercial attention. The agave rigida, variety sisalona, is one of the most valuable and yields fibrous raw material in abundance. No other plant has attracted so much attention among the manufacturers of cordage.

The leaves of this variety are of a dark green, from four to six feet in length, with a width of from three to six inches, and are covered with spines. The full grown plant presents a striking if not beautiful appearance, bristling all over with its long spine-tipped leaves, thickly radiating from its short cylindrical trunk, which terminates in a short cone-like bud. In arriving at maturity the plant sends up its flower stalk, called the "mast," to a height of nearly thirty feet. The circumference of this mast is from eighteen to twenty inches at the base, but it gradually grows smaller between that point and its termination. One of the peculiarities of the plant is that it seldom or never sets a seed. The flowers fall, carrying the ovary with them, then the young plants develop on the ends of the branches, which, when they have attained a height of from three to four inches, fall to the ground and take root. The old plants reproduce themselves by means of scions.

Sisal hemp is a distinct production of Yucatan. It takes its name from the town of Sisal, the second port in the province, located on the northwest side of the peninsular of Yucatan. Before the Spanish planted colonies on the American continent the natives had discovered its value, for when De Solis and Pizon, the Spanish navigators, landed there in 1506, they found the Indians using crude cordage made from the agave fiber. Some years ago this particular variety of the agave family was introduced into the Bahamas, Cuba, Porto Rico, Jamaica, and even Southern Florida, but in no place has the experiment proven a success. It is in Yucatan only that the plant found a congenial soil and climate. Sisal grows best on barren, rocky land that is useless for other agricultural purposes. Drought affects it but little, if at all. The yield is continual. An acre of plants yields a liitle over a ton of fiber.—*Bureau of American Republics.*

Albany Hardware & Iron Co's New Departure.

The growing importance of the business done by the Albany Hardware & Iron Co. may be estimated by the fact that finding the bicycle and athletic goods part of their business developing so extensively, they were unable in their old premises to give it the space it required; so they have opened a new store at the corner of State and Green Streets, which will be devoted exclusively to that branch of their business. The new store, which has been entirely refitted, contains over 4500 square feet of show room space, and possesses 71 feet of show windows. Across the rear end of the room an elevated platform 35 feet long, 10 feet wide, and 16 inches high, will afford seats for their patrons where the entire stock can be brought under inspection. The premises also include a fine bicycle store room, 76 feet long and 26 feet wide, where they can place all their surplus stock. It is the intention of the company, with such greatly increased facilities, to carry the finest sporting goods stock between New York and Cleveland. It will include not only bicycles, and bicycle sundries; but golf, tennis, baseball and football outfits; gymnasium equipments, revolvers, rifles and ammunition of every description. The extensive premises will admit of a larger and more elaborate display, that will be greatly to their advantage.

Our Cutlery Exports.

It is very evident from the reports being received by the manufacturers of this description of goods, that American cutlery is making considerable headway, based on its superior cutting qualities, not alone in England but also on the Continent. We possess considerable advantage in this preferred distribution of the product of our well organized factories, by the underlying quality of even our cheapest goods. On shears and scissors alone, our export trade to England has more than doubled even within the last few months. Many of these goods go direct to Sheffield, the principal cutlery mart of England, and being ordered in an unstamped condition, the English makers are enabled to put on their established trademarks, and by this means keep their own distributions up to date. On shears and scissors they follow in their legitimate product, the antique shapes made popular by their grandfathers; while the more modern shapes and convenient forms of the American goods, wherever introduced, entirely superscede the shears and scissors previously in vogue. Among the points in England where this important line of the productions of our skilled labor have achieved the greatest success, may be mentioned: Not only London and Birmingham, England; but also Glasgow and Edinburgh, in Scotland; and Dublin and Belfast in Ireland. In Australia which is also a heavy buyer of American cutlery, as in many other of our best goods, we are rapidly destroying all competition with the British market.

Death of Joseph F. Matthai.

We regret to announce the death on June 12th, at "Linden Hill," near Arlington, Md., of Joseph F. Matthai, of the Baltimore plant of the National Enameling & Stamping Co., and formerly known as Matthai, Ingram & Co. His death was due to an attack of laryngitis which complicated a throat complaint from which he has been more or less of a sufferer for years. Mr. Matthai was but forty years of age. His education was due to the advantages given by the public schools of Baltimore. His business career commenced in his youth, when he became associated with the house of Matthai, Ingram & Co., his father having been one of its founders. This was recently merged into the National Enameling & Stamping Co. He leaves a widow but no children. Mr. Matthai having been one of the staff of travelers for his old firm in the past, is very well known and appreciated through an extended territory by a large circle of personal friends and customers, many of whom have known him intimately for many years.

Since the formation of the new company, he has been at the head of the sales department in Baltimore, and residing at his father's home near Arlington, where he passed away. He was a member of the Masonic fraternity, and a Knight Templar, and was connected with the Southern Methodist Episcopal Church, at Arlington.

The South African Customs Union has announced that ad valorem imports which have already paid duty at one port of entry, shall on production of a certificate to that effect from the customs house, be admitted into other parts of the union without the payment of further duty.

Digitized by Google

NEW ENGLAND HARDWARE ASSOCIATION.

The annual summer outing of the New England Hardware Dealers' Association, was held at Lee's Hotel, Auburndale, Mass., on the afternoon and evening of June 14th.

This yearly function, which is designed to cheer the path and lighten the way of the hard-working tradesman, has formerly taken the phase of an excursion, but this year the committee decided that the famous hostelry above mentioned should be the scene of the festivities. Of course, as business is not a feature, the ladies accompanied their husbands, brothers and sweethearts; and the spacious verandas of the hotel, as your scribe approached through the exclusive, well-kept grounds, presented a scene of life and color sufficiently enticing to repay even the wetting received from an inconsiderate thunder storm.

The members and their guests, numbering something over a hundred, spent the afternoon in strolling about the fine grounds, and playing tennis and golf, until dinner, which was served at 5 P. M. The dining room was taxed to its full capacity and even extra tables had to be laid.

After dinner the guests re-assembled on the broad piazza and a grand piano was rolled out.

In opening, President Parlin delivered the following address of welcome.

MEMBERS AND GUESTS OF THE NEW ENGLAND HARDWARE ASSOCIATION.

LADIES AND GENTLEMEN:—It is my special privilege at this, our regular June Association Meeting, to extend to you all a cordial greeting and heartfelt welcome. We decided that the comforts of an evening in the country, with the beauties that are so richly spread about us here, would be much more agreeable than the hot, dusty, noisy apartments of our Boston Association Home. We can here transact our business just as well, or better, especially with the help of our lady friends. Our railroad facilities, the ease, quickness, and delight of the journey here, causes little discomfort to any of us, but is rather a pleasure.

Our wives, lady friends and sweethearts can be our companions in all the enjoyment—making it doubly delightful. We all know that pleasure is enriched by sharing it with others, and we all ought to know that the happiness of it all is immeasurably greater when shared with a certain another.

We have been for months trying to build up local business associations; to bring men in the Hardware trade in the various cities and towns throughout New England into closer touch with one another. We believe by this to put an end to envious jealousy and malicious rivalry; to bring about a kindlier feeling, a warmer fellowship that shall put a stop to cutting each other's throats, in our business warfare. We are glad to talk over these things with our lady friends. Their interests are identical with ours. Why could we not enlist them in the good work? They have a way of bringing to pass about everything they start out for. That is my experience. Isn't it yours? They do it sometimes differently from what we should, and there is a persuasiveness in their manner that we could not use if we tried our best. I think, perhaps, they mesmerize—hypnotize us. I wonder just how they would plan to bring our competitors into line if it were left to them? I have faith—unbounded faith—in them. I would almost pin my hope of another life to one lady I know. God bless her! Women are usually discreet, where we are sometimes unwise; shrewd where we are careless. A woman looks as by intuition straight through a problem that men have to figure out, and usually she lands on solid ground, where perhaps our feet tremble.

There is another kind of local association in which we are all mutually interested. The ladies understand it better than we, in fact, they know it all and could give us plenty of points. They are the most delightful associations in the world. Emerson says supreme felicity is reached by four feet on a fender. There is no more charming sight than a young lady and a young man agreeing to harmonize all their interests; consolidate their energies; cut off their needless expenditures; close out their misunderstandings; their waste of money and strength; half the fuel, most of the gas; pooling their capital; forming a companionship, partnership, combination, trust—a syndicate in the great work of life. Perhaps our friend, Holbrook, here will touch on such a combination; perhaps our other friend, Adams, will have something to say about his "experience" in this line—most of us here have been sworn into just such local associations, and know whereof we affirm.

So let us make merry this day with our speeches, conversation and music, not forgetting, however, that this is an association for social as well as business education. Let us combine both and learn to make our business thoroughly enjoyable.

The President's speech elicited the proper amount of applause, after which he introduced those who were to furnish the musical part of the entertainment saying that each one had taken a course in Hardware. As a matter of fact each of these ladies and gentlemen is connected with the firm of W. D. Parlin. Miss D. Emily Lucy, Miss Helena J. Jacobs and Chas. McIlvain, soprano, contralto and basso respectively, sang most acceptably; while the efforts of Harry Balcom, flutist, and Leslie F. Mansfield, pianist, were most creditable.

After a flute solo the president presented the names of Chas. H. Stevens, of R. W. Shattuck & Co., Arlington, and Fred. A. Healey, of Healey & Wyman, East Boston, for membership. These gentlemen were duly elected.

A report from H. G. Janvrin, Chairman of the Committee on Local Associations, followed. Little progress in this direction was reported. Circulars inviting membership had been used freely with no appreciable results, and it was the conviction of the committee that personal solicitation only would bring good effects.

Z. S. Holbrook, of Cambridge, a guest of the evening, spoke at some length on "Combinations." He said that he believed the question of the next presidential campaign would be that of Trusts. That these corporations were beneficial when used for the good of the consumer, and when under proper control, but that the past showed that they had been allowed to use their great power for the personal aggrandizement of the few wealthy stockholders, and as such they were a public menace. Mr. Holbrook's speech was illuminated by a running fire of apropos jokes and illustrations and provoked many a hearty laugh.

After an interlude of music the president introduced Chas. Clark Adams, of Sargent & Co., who had consented to tell the members of his recent trip to Europe. Mr. Adams spoke at length and most entertainingly describing the various cities he had visited; the methods in vogue there as to manufacturing and business, and the many points of historical interest visited by him. His hearers paid the closest attention throughout his address and

Digitized by Google

evidently were impressed with the advice to see other countries for themselves if they had not already done so.

As the evening was now far advanced the company dispersed after another solo.

Among other prominent guests were: W. C. Brine, of H. H. Fuller & Co., Halifax, N. S., who is president of the Nova Scotia Hardware Association, and Rev. Mr. Weston, of Natick, Mass. It was subsequently announced that monthly meetings of July and August would be omitted.

The Cycloid Air Gun.

The Cycloid Cycle Co., Grand Rapids, Mich., are placing upon the market their new air gun, illustrated herewith, which is claimed by the manufacturers to be the only air gun produced that is manufactured entirely of metal. Among its important features may be mentioned the following: The barrels are of uniform tubing, sufficiently strong to withstand any amount of use; and are highly polished and heavily nickeled. The stocks are formed from sheet steel, shaped similar to the modern rifles of standard makes, having full pistol grip, finely finished in enamel and bright attractive colors or nickel plate. The inner barrel is solid drawn brass tubing, extra heavy, true to gauge, for the size of shot used. The breech end is so constructed that the shot will not roll out when muzzle is pointed downward; is threaded at breech and is screwed solid and firmly into breech block, and also securely fastened at muzzle. The breech block is solid, and so fastened



in the barrel as to make it impossible to loosen or blow out. The plunger is malleable iron, with leather washer riveted on end, rendering it air tight and very durable. The sear is cut from heavy sheet steel, and the catch so constructed that it will not break or wear out. The trigger-holding device is not on two points continually but on a revolving plunger, machined off, thus insuring against wear on these parts; the sight hole provided in the repeater allows operator to see the ball when being carried from the magazine to the inner barrel and also allows in case of ball clogging in carrier block, of its being removed or worked through by means of a wire, without taking gun apart; the magazine holds from 200 to 300 shot. All guns are finished with globe sights and have the regular lever action in cocking. There is no doubt but that this gun may be handled by any Hardware concern in the country and be considered as a popular addition to their stock. It is claimed that it is the strongest and most accurate shooter, and looks more like a real gun than is usual with guns of this description. Every care is taken to construct it properly, to prevent its being returned for slight deficiencies, to the dealer after the sale is made. All springs used in its construction are made of spring wire, and are claimed will last the life of the gun. They will not break or wear out with the ordinary usage. Dealers should write for this catalogue.

It is not always easy to be polite. Witness this from the Chicago *Post:*

"Why don't you answer?" said madame, impatiently, to the Scandinavian on the step ladder engaged in putting up new window fixtures.

The man gulped and replied gently:

"I have my mout' full of screws; I not can speak till I svaller some."

The weakest as well as the most dangerous flattery is that which we bestow upon ourselves.—*Exchange.*

Bronze Powders.

Gold colorings have ever been a popular form of ornamentation, but it was not until the introduction of bronze powder, long since recognized as an indispensable adjunct to every trade interested in decorative art—that it could be brought into effect for ordinary purposes. For up to that time nothing but genuine gold leaf, which was necessarily too expensive an article for general use, was known in this country. The distinction of introducing this important source of color and effect into the United States is claimed to belong to the firm of J. Marsching & Co., No. 27 Park Place, New York, who first commenced its importation some thirty years ago, and whose enterprise and constant possession of late and striking improvements in their line has kept them conspicuously to the front. The increased use of this article of late years has been enormous. The wall-paper factories alone now consume upwards of one million pounds a year, while in lithography, and for gilding of steam fittings, mouldings, picture frames, and a thousand and one other familiar objects of use and ornamentation, its importance cannot be overestimated. In the Hardware line, gold bronzes have for years been recognized as one of the most appropriate and satisfactory means of decoration. Everyone is familiar with the fine appearance which is given by the gilt work on axes and edge tools, scythes, forks and other agricultural implements, and on office railings, etc. The neat effect of a fine gilt stripe on japanned ware of every description is acknowledged, by the vogue which it enjoys among bicycle manufacturers, carriage makers, etc., etc.

Marsching & Co., it is claimed, were also the first to manufacture and put up in convenient packages for retailing, a line of high-grade gold paints for house use. Their French and India gold paints and Imperial red enamel are widely and favorably known all over the country. Attention is called to their advertisement on page 5, offering to send samples and prices upon application.

The Fan Season.

The advertising methods of the Bissell Carpet Sweeper Co., are invariably up-to-date. As an evidence of that fact, the following, addressed to their customers, has just been issued:

Grand Rapids, Mich, June 15, '99.

To our customers:—Agreeable to our perennial custom, we beg to emphasize the return of hot weather by making our usual summer offer to give away Japanese fans with "Cyco" Bearing sweepers shipped between June 15th and July 15th. We found last season that the fans were so thoroughly appreciated by the trade that we have felt warranted this year in arranging to give away, free to our customers, between June 15th and July 15th, 100,000 good quality Japanese fans, and the number of fans you receive can only be limited by the extent of your order for "Cyco" Bearing sweepers.

Our proposition is this: With each dozen "Cyco" Bearing sweepers ordered and shipped between June 15th and July 15th, we will include, absolutely free, one hundred good quality Japanese fans. You can easily put your name on the fans with a rubber stamp, and in this way carry an effective advertisement into one hundred homes or more, and besides your sales on "Cyco" Bearing sweepers will be greatly stimulated.

Now, please do not wait until after July 15th to order, and then expect to get the fans, as they will be all gone by that time. Remember, no matter how many dozen "Cyco" Bearing sweepers you order, one hundred Japanese fans go with each dozen. Under no circumstances can we supply the fans with other than "Cyco" Bearing sweepers; also, as this special offer is made to stimulate business during the dull season, it must be positively understood that fans will not be furnished gratis on account of any goods shipped prior to June 15th.

Trusting you will see the advantage to be gained by securing as many fans as possible, and hoping to be favored with your order, we remain Yours truly,

BISSELL CARPET SWEEPER CO.

Digitized by Google

Foreign Appreciation of the United States Consular Service.

Consul-General Mason, of Berlin, on February 2, 1899, writes:

La Revue Diplomatique, the organ of the French diplomatic and consular service, contains, in a recent number, an article on the United States consular service which may be of interest to American readers. A translation is herewith submitted:

The Americans are practical men, and their instinct for business is marvelous. Nothing is more characteristic in this respect than the organization of their consular corps. The consular service of the United States is a remarkable instrument of expansion. It is unique and resembles none other. Its duty is that of a sort of bureau of information at the expense of the State. It is recruited principally from journalists, who carry into their official career the trained instinct of observation, the quick grasp of passing events which belong to their former profession. They remain in close and sympathetic touch with their former readers. Their letters, which their colleagues reprint, have the familiarity of an interview. They describe how their family enjoy their new residence, whether their house has exotic character, and the following Sunday supplement reproduces it with photographs. They address their reports to the Government, but they know that as soon as they are received, the press will reprint them and that the whole country will derive advantage from them.

In some countries, the official printing office leisurely prepares the proofs of consular reports. These are returned for correction by the consuls, and when they finally appear they are no longer of interest. They are of an historic rather than a business character. But the American consul knows that his notes will go without delay immediately to the public, and he gives in them, like a good reporter, information down to the latest hour.

The American consul does not understand that he has a commercial situation to maintain, but always a commercial situation to conquer. His ingenuity is exercised to invent and find new markets, and in his study of ways and means he descends to the most minute details.

For instance, the Americans have wheat to sell. The consul at Amboy proposes to import it into China. (See *Consular Reports* No. 218, (November, 1898,) p. 443.) But the Chinese do not eat wheat. They must then be opportunities for, or obstacles to, the extension of sales for United States products abroad.

Then there are the monthly *Consular Reports* from the consular and diplomatic representatives of the United States.

Two other publications are issued, the *Special Consular Reports*, dealing with tariffs, post regulations, money and prices, railways, canals, irrigation, and so on; and *Declared Exports*, which gives the exported goods to the United States, with their invoice values.

These reports, valuable as they are to the commercial community, have not satisfied the American Government, and, since the beginning of 1898, they have issued a daily edition of the *Consular Reports*, so that within a few hours the manufacturing and commercial communities are in receipt of the information. Here is a report dated January 31, which gives the American engineers notice of the growing market for freight motors in England. It explains the high rates for railway carriage, shows where the English motor manufacturers are failing, and an American agent was landed here in a few days to take up the new industry. Such a report from our English consul would have been months before it reached English manufacturers. It would have been sent in proof to the consul before being issued, and I have known a case in which it was eighteen months before it was published. The newspapers would print it, but it was not available.

Our consular reports should be made promptly accessible in abstract, as well as being published in monthly volumes; we should appoint commercial attaches at the chief consulates, with clear instructions as to their duties; and they should be Englishmen wherever possible, but speaking the language of the country in which they are located. The reports from all these sources should be as widely circulated among those most immediately concerned as possible. The American Government print their advance copies daily, on one side of the paper only, in order that they may be convenient for use by the press. The English journals are quite patriotic enough to give publicity to such matters, if the information is circulated properly and in convenient form.

Trade With South America.

The field for American goods in South America, and the opportunity for its enlargement is the subject of a letter just received by the bureau of statistics of the treasury department. It points out the popularity of American goods, and the fact that American merchants and manufacturers are not apparently making the effort to extend their trade in South America that those of other countries are making. Imports into Argentine Republic from Germany increased from 8,045,000 pesos in 1886 to 13,895,000 in 1896; those from Italy increased from 4,647,000 pesos in 1886 to 11,305,000 in 1896; those from the United Kingdom, from 33,433,000 in 1886, to 44,730,000 in 1896, while those from the United States, which in 1886 were 7,673,000 were in 1896, 11,210,000, out of a total importation in 1896 of 112,164,000 pesos in value. An examination of our own export figures by countries show that our exports to Argentina, which in 1889 were 9,293,856, were in 1896, $6,429,070.

The letter in question says: "A statement in a periodical referring to the commerce of Argentina in regard to the manufactures which Europe exploits exclusively for its own benefit, is worthy of consideration, when it is clear that the United States, for many reasons, should supply the South American merchants with its manufactures of a quality superior to the German, similar to the English and French. One advantage of the United States is the possession of the raw materials, cotton, wool, etc.; although it may not have wool in sufficient quantity, it can procure that of other places, as Europe has done, in exchange for its merchandise. To obtain satisfactory results, it is necessary that the North American manufacturers should put themselves in direct contact with competent persona, who should be natives of the country where they wish to plant their business, in order that the dealer may understand the needs, tastes and customs of the consumers, and all necessary modifications of which the trade may be susceptible; width, design, color, etc., in which each country has its own customs and tastes, which vary but do not change."

A lady who had an Arabic glass cup of the fourteenth century and did not know its value took it to the British Museum. After due consideration, the expert, to her surprise, said that though the Museum did not want it, it might be worth £400. The lady shuddered, because she had been carrying in a crowded London omnibus a bit of glass worth so much money and it had miraculously escaped smashing. Finally, wanting money more than Arabian glass, she sent the object to Christie's. Fancy her amazement, when, starting at £500, the Arabic cup went by leaps and bounds up to £1,000, and was finally knocked down (with applause) for the nice sum of £1,300. Actually the Arabic cup was worth very much less than $6,500, but it so happened that there were two rivals at the auction, who bid against each other.—*China, Glass and Lamps.*

Digitized by Google

Recent Trade Publications.

The Osborn Manufacturing Co., Cleveland, Ohio, have recently published what is claimed to be the most complete book that has ever been issued, to set forth particular branches of the brush and broom business. It is numbered 91 in their series, and supersedes all their previous issues. Among its contents are shown very complete lines of house brushes, including floor brushes, counter brushes, window brushes, sink brushes, etc., also special brushes for railroad use, and a large line of push brooms, a very complete line of brushes and brooms for brewer's use, and a variety of tumbler and billiard table brushes; there are several pages devoted to special brushes for dairy and creamery use; also a complete line of butcher block brushes, together with a full representation of brushes for foundry and plater's use, among which is noted the "Economy" wire wheel brushes, which have gained an enviable reputation during the past year; the assortment includes the "Safety Tampico" wheel brushes for bicycle makers and other metal finishers. On page 67 is shown a larger line of special wire brushes for furnace and heater manufacturers than is usually offered the trade. The Osborn Manufacturing Co. are willing to send a copy of this book to anyone in the trade, and it would prove an addition to any Hardwareman's library,

The Corbin Cabinet Lock Co., New Britain, Conn., have recently issued a handsome catalogue of modern post office equipments, which includes everything needed for that purpose from the necessary locks, lock boxes throughout, and including the post office cabinets for counter use and general cabinets, such as would be needed by almost any post office in the country. They state, which is true: "The worth of a good equipment is out of all proportion to its cost in the increase it affords in the receipts of the office, and the postmaster's income. Particularly is this true of fourth-class offices, where all the box rentals belong to the postmaster, and in rural districts, where residents can pick and choose from among several post offices, selecting the one that affords the best service. Postal money orders have a larger sale where facilities for doing the business attract the attention of people visiting the office, and the postmaster's revenue is consequently increased. In many cases, the purchase of a good cabinet has been the only thing required to bring the receipts high enough to advance the office to a higher class, with a higher salary." The catalogue is certainly a very useful one for the purpose, and is gotten up in a very attractive style.

George F. Owen & Co., Grand Rapids, Mich., have issued a catalogue covering a line of acetylene gas generators, which is something that is needed by the trade at large, and is now having considerable popularity. They state that the Owen Acetylene Gas Generator, which this catalogue endeavors to introduce to the public, has met with an extended use by a due trial and thorough examination by leading experts, having been pronounced as among the most practical, economical and modern generators on the market; constructed upon thoroughly scientific principles, modern in every feature, and is recommended with the fullest confidence as to its ability to produce favorable results. The catalogue is one worth having, and should be sent for by those interested in this line of business.

The Ferracute Machine Co., Bridgeton, N. J., have recently issued a very ambitious catalogue of between forty and fifty pages, covering, their entire line of presses, dies and other sheet metal tools, for the manufacture of which this concern is noted. They have material enough in it to fill three times the number of pages, and make a more favorable display, but they have endeavored to condense the descriptive matter as much as possible, and include in its limited number of pages every machine they are now constructing. They have undoubtedly done so. Parties interested in this class of machinery will do well to write for catalogue No. 12, which is dated April 1st, and supersedes all catalogues previously issued by this company.

The E. W. Bliss Co., Brooklyn, N. Y., have issued a small catalogue covering their special machinery in the way of presses, dies, shears and other tools necessary in the manipulation of sheet metal work. This small catalogue, with reduced illustrations, is very nicely printed, and covers all their new styles that they are making popular this year.

American Trade With Australia.

There is not the slightest doubt that since the freight war America has made immense encroachments in British trade with Australia, which will still increase even with the ordinary rate of freight. American competition is not being carried on by reducing the quality of the article sold; the American article is as good as the English, and the prices, generally speaking, far lower. In agricultural implements America has almost taken possession of this market. The goods are lighter, as durable, and more neatly got up. In builders' Hardware an increasing trade is being done, large due to the way in which they are put up, all fittings required being sent together. Fully 2000 tons of wire have lately arrived in Sydney alone; in fact, all kinds of wire are coming in freely. In barbed wire the Americans take the lead. For the last six months large orders have gone forward for hoop iron, gas pipes, cast iron pipes, steel rails, steel plates, boiler plates, joists, angle and T iron; in fact, most of the materials used in the building trade, railway construction, waterworks, bridge building, etc. Steel plate and steel rail contracts are mentioned in another article. A growing trade is being done in ammunition for guns and rifles; in fact the opposition to British trade is very much more serious than the British manufacturers imagine.—*Australasian Ironmonger.*

South African Trade.

An evidence of the gains which American manufacturers and producers are making in their export trade in direct competition with those of European nations, is found in some recent figures on the trade of South Africa. The British and South African *Gazette*, which has just reached the bureau of statistics, publishes a series of articles on the imports into South Africa, in which it shows that American imports are making a greater proportion of gains than those from Great Britain. The exports of British manufactures from the United Kingdom to South Africa in February, 1899, are shown to be $32,500 in excess of those for the same month of 1898, while our own export figures to British Africa show an increase in February of the present year of $362,941 over February of last year, the general increase in our exports to Africa during the eight months ending with February being about one million dollars, as compared with the corresponding months of the preceding year.

Why?

Why doesn't the sea cow give watered milk?

Why isn't a dirt cart a real estate conveyance?

Why shouldn't a chiropodist be partial to corned beef?

Why does the silent partner in a business always have so much to say?

Why does a small boy's face always look as if he had been eating something?

Why isn't a doctor attending a patient's funeral a case of cause and effect?

Why is it wrong to hit a man when he's down after working so hard to get him there?

Why shouldn't some genius crown himself with glory by discovering a process for extracting gold and silver from mining shares?—*Chicago News.*

Digitized by Google

The Abuse of Credit.

Nothing, perhaps, was more clearly demonstrated during the years of depression now just passed, than the weakness of our credit system. It was proven to be weak in almost every essential part; in legal protection, in business customs, in confidence between buyer and seller, in banking relations and in all matters where co-operation is essential to success. It is not sufficient to explain that panics are occasioned by lack of business due to the contraction of wants and the consequent paralysis of the manufacturing industries. There are other factors to the situation lying far deeper than these and which are of a character not to be so easily recognized. I venture to say that reduction in trade has less to do with the majority of failures than the abuse of credit. I mean the abuse both in the asking for and giving of credit. I believe that the abuse of credit largely occasions reduction in trade.

In 1892 we witnessed a phenomenal year in business activity. Credit was used to its fullest extent by buyers and freely conceded by sellers. Consumers bought lavishly. Retailers stocked their stores to their greatest capacity, wholesalers ordered extravagantly from manufacturers and manufacturing industries ran night and day to supply the demand. The market became congested and stagnation followed. The collapse found hundreds of business houses with immovable stocks of far greater size than good judgment would justify and the liability for which occasioned their embarrassment. There were also hundreds of business houses that had been so loose in their extension of credits and so lenient in their collections that the depression found them with enormous stocks on hand and large outstanding accounts in addition. Heavy losses inevitably followed. It was the houses whose credits were intelligently managed and whose collections were closely made that found it possible to withstand the panic without strain or special embarrassment. With less failures there would have been less consternation, and with more confidence there would have come quicker recovery.—F. R. Boocock.

Don't Give Up.

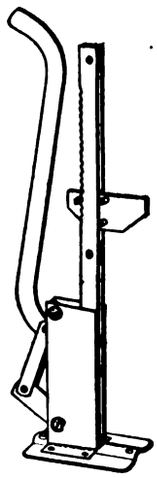
Jonah was an unwilling guest. He wanted to get out. However much he may have liked fish he did not want it three times a day and all the time. So he kept up a fidget and a struggle and a turning over, and gave the whale no time to assimilate him. The man knew that if he was ever to get out he must be in perpetual motion. We know men who are so lethargic they would have given it up, and lain so quietly that in a few hours they would have gone into flukes and fish bones, blow hole and blubber.

Now we see men all around us who have been swallowed up by monstrous misfortunes. Some of them sit down on a piece of whalebone and give up. They say: "No use! I will never get back my money nor restore my good name nor recover my health." They float out to sea and never again are heard of. Others, the moment they go down the throat of some great trouble, begin to plan for egress They make rapid estimate of the length of the vertebrate, and come to the conclusion how far in they are. They dig up enough spermaceti out of the darkness to make a light and keep turning this way and that, till the first you know they are out.

Determination to get well has much to do with recovered invalidism. Firm will to defeat bankruptcy decides financial deliverance. Never surrender to misfortune or discouragement. You can, if you are spry enough, make it uncomfortable for the whale as the whale can make it uncomfortable for you. There will be some place where you can brace your feet against his ribs, and some large upper tooth around which you may take hold, and he will be as glad to get rid of you for a tenant as you will be glad to get rid of him for a landlord.—*Christian Herald.*

The Lane Steel Jack.

Lane Brothers Co., Poughkeepsie, N. Y., have added a smaller size to the line of steel jacks made by them, which are now all furnished galvanized; and from their greatly increasing production, bid fair to become the standard for excellence in this class of goods. The new size will be



known as "No. o," and is available for a great amount of light work.

It can be sold at a popular price, and will surely work its way in a field where previously many inferior productions in the past have formed the only reliance, when jacks were used at all. Attention is called to the advertisement of Lane Bros. Co. on the second page of cover.

A Zinc Town.

There is a six months' old town in Africa called Beira, the houses of which have been constructed entirely of zinc, "millions of tons" (so we are told), of this commodity having been contributed for the purpose by Great Britain, France and America. From the Governor's House down to the humblest laborer's "shanty" all is zinc, a material which is hardly the best, we should imagine, for a very hot climate. Even the tram cars which traverse the town are of zinc, and if a man gets knocked down by a falling wall of zinc they send for a zinc stretcher, on which he is conveyed to a zinc-built hospital, and if he dies he is buried in a zinc coffin. In short, if we hadn't an American paper as the source of our authority (and we all know that the American papers, like Washington, simply can't tell a lie), we should say the whole thing is zincredulous.—*Hardwareman* (*Eng.*)

Erastus Wiman on Credits.

"The question of credits, like the question of currency, is all pervading. The safety of both are essential to the commercial health of the country. If the relative importance of the two questions were to be decided upon, the problem in relation to the safety of credits would be of greater consequence than those in relation to currency. This is because of an internal commerce in this country almost exceeding computation the element of credit played so large a part. While in the currency, in the shape of wads of bills carried about in the pockets of the people or on tap in safes and banks, formed a large volume, its uses dwindled into insignificance when compared with a volume of credit, which like a vast stream overleaping its boundaries, pervades the entire surface of the continent."

The question used to be, 'tis true,
"What work is there for girls to do?"
But now we've reached an epoch when
We ask, "What is there left for men?"

They're still enlarging woman's sphere,
And e'en the stoutest of us fear
Man will be useless after 'while,
And go completely out of style.—*L. A W. Bulletin.*

Digitized by Google

Bronze.

The antiquity of bronze and the knowledge of the use of a metal made harder than native copper by the admixture of a suitable alloy is well known. After the Neolithic, or later Stone Age, implements of warfare, domestic utensils, and articles of ornament were made of bronze. This alloy was of a simple character, that used by the prehistoric inhabitants of Britain being native copper and native tin.

The earliest forms of bronze spears, axes, and palstaves, were cast in moulds carved out of the local stone. Moulds of this character are scarce, although they are occasionally found in undisturbed districts; one in the writer's collection (a cast of which may be seen in the British Museum) was found by a farmer upon the wild moorland heights of Yorkshire.

The finest examples of bronzes coming to us from an historic period are the bronzes of Greece and Rome, which were so beautifully modelled in wax upon an iron core, the mould being formed of soft clay. This was afterwards baked, the wax running, and thus leaving a cavity for the bronze. Most of these old pieces still retain their smooth surface and perfect form, but are covered with a beautiful patina of green.

Bronzes are now cast from models of plaster covered over with piece-moulds of sand backed with plaster; the sectional moulds being afterwards dried and then rebuilt. Castings, when completed, are dressed and finished by hand. Some wonderful examples of bronze castings are seen in the beautiful groups and figures which adorn our principal cities and their chief buildings. The Orientals have long possessed the art of casting bronze in wonderfully delicate patterns and designs; the art, too, in Great Britain has developed considerably during the last few years. Many of our founders turn out some beautiful works of art, not only in bronze panels and other architectural decorations, but in delicate ornamental goods.

The use of bronze has widely extended in connection with engineering plant and mechanical uses. A greater chemical knowledge of the various properties of different alloys has led to the preparation of such compounds as steel bronze, phosphor bronze, aluminium bronze, etc. A number of new compound metals have sprung into existence, the principal ingredient of which is undoubtedly bronze, containing the old alloys in a greater or lesser degree. Machine bearings, shaftings, couplings, and other frictional parts of machinery are being made of these bronzes. As science advances, and a more skilful control and use of powerful natural forces becomes possible, the necessity for metals of greater resistance and more adaptation to one another increases. In this way bronze comes into greater prominence, and its use for commercial manufacturing purposes is certain to increase.—*Ironmongers' Chronicle.*

Petit Bleu, of Brussels, recently had a curious experience in which it was shown that no one is indispensable in this world. The compositors having struck, the text accompanying the illustrations was written out on the typewriter; then the typewritten sheets and the copy for the pictures were pasted on large sheets of cardboard and the whole was reduced by photography to the required size. From this negative a photo-engraving was made from which the paper was printed.—*Scientific American.*

An Italian medical journal states, according to the New York *Medical Journal*, that while water will not quench the flame of burning petroleum in a limited space, milk accomplishes the object by forming an emulsion with the oil, distributing its cohesion, and thus attenuating the combustible element.

Table Cutlery in the Old Days.

Think of a dinner party where the guests hungrily grabbed choice bits from the dishes in their immediate neighborhood, and having dipped their "gobbets" in sauce-boats which were commonwealths of gravy, then proceeded to get the dripping morsel "indoors" with the best grace they might. Truly there are compensations for not having dwelt in ye good old times. Silver forks were considered the last extreme of foppery in the seventeenth century, and even early in our own good queen's reign, black-handled, steel-pronged instruments were the only wear of lower and middle classes.

In the days of Queen Anne forks were treated variously to prongs, some being made with two, while many counted to six. Yellow handles had a vogue one year, green another, and so on, until every shade in the rainbow was reached. Many of these quaint relics are still preserved as heirlooms, and in one north country mansion a set of pink coral-handled, pearl-inlaid forks are used on great occasions, which tradition has it once graced Mistress Anne's own royal board.

Now the electro-plate has spread itself over the land. Mayfair and Belgravia are harking back to something away and apart from even the cheapened sterling silver of wide-spread use, and fancy china-handled forks, stained ivory and jade were seen on many dinner tables of the social elect during last season.

Aluminium is being pressed into the service, too, and it is not unlikely that the present plain fork of unornamental aspect will be shortly relegated to the lodging-house or suburban abode, as out of tune with the artistic tastes of this highly ornate generation.—*Ironmongers Chronicle.*

United States Firms in Mexico.

The following extracts are from a letter to a Western correspondent, by Consul Kindrick, of Ciudad, Juarez:

You desire to know, in the first place, if a company organized in the United States can do business in Mexico, by filing a certified copy of the articles of incorporation in the district in which it desires to be established.

The laws of Mexico seem very plain on this point. Provision is made for the establishment of companies such as you have in mind. It is necessary that the companies shall register their constitution and by-laws, contracts, and other documents referring to their business; also, their inventory and, if they have it, a certificate showing they are constituted in accordance with the laws of the United States or their respective States where they have been organized. This certificate must be signed by the embassador of Mexico to the United States, or by the American consul.

You desire to know if the Mexican Government taxes a mining corporation upon its capital stock, and at what rate.

There is no provision in the mining laws for taxing capital stock. The Federal Executive promulgated the mining-tax laws June 6, 1892, and therein provision is made for a yearly or annual payment of $10 (Mexican) for each 1,000 square meters of land.

The legislative bodies of the different States can impose a tax upon the output of the various mines located and worked within their borders. Each State has a different law. In this State (Chihuahua), the tax is 2 per cent. on the gross amount or value of the mineral extracted.

The per capita circulation of money in the United States on April 1, 1899, was the largest ever shown at that period of the year in the history of our country. At that date it was, according to the official statement of the Treasury Department, $25.45 per capita, while that of April 1, 1898, was $23.69; April 1, 1897, $23.01, and April 1, 1896, $21.53.

Digitized by Google

How White Lead is Made.

Very few people know how white lead—the base of so many paints—is made, and even those who sell it ought to know more about it than they do. Now and then one may find a person who will tell you that the same lead which is moulded into bullets is the white lead seen in the paint pots, but an inquirer will ask a great many people before he finds one to explain the process of manufacture. Here, then, are a few notes that may be of interest to those who are expected to know. Iron, it is pretty generally known, is melted into what are called "pigs" for shipment and for convenient use. It is the same with lead, only the pigs are not as large and heavy. The first step in the manufacture is to corrode the lead. We will take what is called the "old Dutch process," because that makes the best article. The "pigs" are tossed into a melting furnace, and when reduced to a liquid state the metal is drawn off into moulds, which are called "buckle moulds." The lead thus moulded is called a "buckle," being a little round cake nearly as large as a saucer, but not so thick, and perforated in many earthern jars of various sizes. At the bottom of each jar is a small quantity of acetic acid. When a jar is full of "buckles," which have been dropped in without regard to order, it is removed to the corroding house. Here the jars are placed in a row, covered by boards, the boards are covered by two inches of tan bark, and then another course of jars is added until all the room is taken up. There is nothing more to do for ninety days except to wait. It is not the acid direct, but its fumes, and the perforations which permit the fumes to get at all parts of the little cake. At the end of ninety days the lead should be corroded. The "buckles" are then bleached out until they look like biscuits and will crumble to pieces at the touch. The same acid which has befriended the maker in the corrosion is now his worst enemy, and must be got rid of. Many people have rubbed their hands along the boards of a building and found them smeared with a white powder. That house was painted with the lead from which the acetic acid was not thoroughly washed out, and the paint "killed" and powdered up. The jars are taken to the washing-troughs and their contents emptied in, and the water is then let in and the bath is sluiced until we have a mixture the color of milk and scarcely heavier. After a deal of washing the water is drawn off, and the lead is found at the bottom of the troughs. If the acid has been taken out it is shoveled into the jars again, and then carried into a hot-air room and left for the water to evaporate. When this has been accomplished, the contents of the jars are emptied on copper drying pans heated by steam. The stuff now looks like ice cream, but soon dries until it is as fine and white as flour. To make paint it simply has to be ground in oil. To prove that this white paint was once metal, a simple experiment may be made. Take a piece of charcoal, dig out a small hole in the center, and fill the cavity with paint. Now light the charcoal and put the blowpipe at work, and what is the result! A ragged button of lead. Acid made it paint—fire burns it back to its original state. The lead corroder ships to the paint factories by the barrel. At the factories the dye stuff is poured into paint mills, oil added, and the stuff is ground through three different mills before it comes out as seen in the paint cans. If the paintman is making pure lead he adds nothing. If he so desires, the lead is adulterated while grinding. There is a species of quartz rock called barytes. When this is pulverized it closely resembles lead, and is largely used to adulterate it.—*Ironmongery.*

Among the curious things found in the Philippines are vegetable gems. Occasionally these are found in the stem of a bamboo, having the appearance of an opal. Other treasures rarely met with are the tiny pearls which have been known to form in cocoanuts.—*Exchange.*

Twine Made From Grass.

Twine made from grass which grows abundantly upon the marsh lands of Wisconsin, Minnesota and other western States is the product of a new American industry. Some years ago the high price of twine led a member of a large northwestern binder manufactory to attempt to make it from the raw material mentioned. The process was so far developed that the twine produced could be used on the binders manufactured by this firm. But, owing to the sudden fall in price of sisal and manila hemp, and the death of the member of the firm referred to, the project was abandoned for the time. Shortly after, however, other parties became interested in the process and a company was organized for its further development some years ago. This concern began the development of the new business in a quiet way, with the result that a large and well equipped grass twine plant is in active operation at Oshkosh, Wis., while another and still more extensive grass twine plant has been recently established at St. Paul, Minn., both of which are now manufacturing twine, matting, rugs, bagging for cotton bales, vegetables, etc.; floor deafening, carpet lining, bottle covering, ropes, and in fact, anything for which cord is made or required in the manufacture.—*Exchange.*

The Mica Output of India.

There are four kinds of mica recognized by the Indian dealers, the qualifications being as follows: Hard and tough ruby mica; white transparent mica; the third division is discolored and smoky mica, while the last class is called black mica, and in it are included the mica flakes obtained in trimming the other varieties. The latest authority estimates the total output per annum at about 17,000 hundred-weight, of which about half is exported. The growth of the export trade is clear from the following figures: In 1892 only 2,298 hundred-weight of mica was exported from Bengal, whereas in 1896 the amount had risen to 8,835 hundred-weight. The supply of mica in India is considered practically inexhaustible, and some of the veins are extremely rich. The present method of mining is, however, very wasteful, as practically nine-tenths of the mineral extracted is injured and rendered useless for export. This waste mica could, nevertheless, be used to advantage in the manufacture of micanite, and the manufacture of this commodity should prove a remunerative adjunct to any company taking up mica mining on a large scale in India.—*Exchange.*

Fuller's Earth.

Fuller's earth was formerly used for removing grease and in "fulling" cloth; its name was derived from the last named use. At present, however, the chief use is for clarifying oils. Its use for this purpose is increasing rapidly.

The chief supply at present comes from the clay beds near Quincy, Florida. Most of the deposits there and elsewhere are believed to be controlled by the Standard Oil Co., which uses a large part of the product. In 1897 the quantity used was 17,049 short tons; in 1898 it was about 20,000 tons. The value on the spot is about $5 a ton. At the present time ordinary lump sells in New York at $15 a short ton; powdered and specially prepared at $17 a ton. Besides the Florida supply, the *Mining and Engineering Journal* states that there are deposits in Colorado, Florida, New York and South Dakota.

The mainmast of the *Shamrock*, the yacht that is being built in Ireland for the purpose of competing with America's crack yacht next fall, is of Oregon pine, alias Douglas fir, and was cut on the Washington side of the Columbia River. The stick is over one hundred feet long, and entirely free from defects.—*Exchange.*

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: Vacations are now in order and the conventional close of the active season for business is near at hand. Still the demand is being felt for a further supply of many staple lines, the shipments of which on the specifications already in hand have by no means overstocked the houses who have ordered them. There is a feeling of satisfaction at this time that all orders given early in the spring for staple goods, have not been entirely filled. Close comparisons are made and everything due and not delivered will be claimed with a keener deliberation than has been the case in previous seasons. The assurance of a good trade for fall, under advancing conditions, is evident on every hand.

Wire Nails: The 25 cents per keg advance, which on June 1st became the established price on wire nails, by the American Steel & Wire Co., has been well sustained by the manufacturers. The demand from the trade becoming less important as the season advances, has made but little hesitancy noticeable, when ordinary requirements are forwarded for immediate shipment. Notice has been given the trade, that after July 1st the rebate at present allowed of "2 per cent. for cash in ten days," will be withdrawn. Terms will then be 30 days from date of invoice, net cash, f. o. b. Pittsburg.

Present quotations by manufacturers remain as previously quoted f. o. b. Pittsburg:

To jobbers in carload lots	$2.35
" in less than carload lots	2.37½
To retailers in carload lots	2.45
" in less than carload lots	2.55

New York prices are represented by the following:

To retailers, carloads on dock	$2.60
" less than carloads on dock	2.75
Small lots from store	2 85

Cut Nails: The advance established on cut nails in harmony with present prices on wire nails, has not lessened to any material extent, the demand for these staple goods. Prices remaining as quoted previously. Quotations now made are f.o.b., Pittsburg, as follows: Freight being added to make a net price delivered at destination.

To jobbers in carload lots	$2 00
To " in less than carload lots	2.05
To retailers in carload lots	2 05
To " in less than carload lots	2.20

New York Business is fairly active under the advanced prices, being quoted as follows:

Carload lots on dock	$2 20
Small lots from store	$2.35

Barb Wire: A good trade is being done in the barb wire market, and quotations are held firmly at the prices named in our previous issue, f.o.b., Pittsburg.

To jobbers in carload lots, Painted	$2.45
" " Galvanized	2.95
" in less than carload lots, Painted	2.47½
" " " " Galvanized	2.97½
To retailers in carload lots, Painted	2.55
" " Galvanized	3.05
" in less than carload lots, Painted	2.65
" " " " " Galvanized	3.15

Smooth Wire: Smooth wire, continues in indifferent supply, the capacity of the mills being taxed to the utmost in the endeavor to fill the many orders entered, requiring prompt shipment. Previous quotations remain without change, as follows, f.o.b., Pittsburg:

To jobbers in carload lots	$2 20
To " in less than carload lots	2.22½
To retailers in carload lots	2 30
To " in less than carload lots	2.40

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive: on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Files: The new file list seems to have been welcomed by the trade with a greater degree of satisfaction than is usually the case with advanced prices. But the fact is acknowledged by the trade that no change in prices was made, until the steel bought at low prices was exhausted in completing old orders, rendering new purchases of stock at greatly advanced prices imperative.

Metal-Keyed Faucets: While special changes in the prices of such goods as Sommer's wood and metal-keyed faucets may be anticipated at an early date, no present advance is contemplated on any of the metal goods in this important line, as long as the stock of material already secured shall last. It is the desire of the manufacturers to give their customers the benefit of ruling prices until this supply is exhausted.

Stove, Sink and Tire Bolts: At a meeting held 15th inst. the present prices of Stove, Sink and Tire Bolts were reaffirmed, the printed discounts being 67½ per cent.

Wrought Door Bolts. Stanley Works in their recent revision of base discounts made present discounts on their line of door bolts to read as follows:

	Discount Per cent.
Barrel Bolts Nos. 1078, 1078½, 1080, 1081, 1082, 1084, 1086	70 and 5
Square Bolts, Nos. 1088, 1090, 1092, 1094, 1098	66⅔
Shutter " " 1110, 1112, 1326	50 and 10
" " " 1114, 1118	20
Bronzed Barrel Bolts, Nos. 402, 404, 406, 407, 408, 409	40 and 10

Bonney Vise & Tool Works. The specialties manufactured by this company have been advanced in price an average of ten per cent., such step being made necessary by the increased costs of raw material.

Table Cutlery. We have received the following, which bears date of June 16. To our customers: Owing to the large advance in all kinds of material, we find it necessary to make a small advance in the prices of cutlery, to take effect from this date. We will be glad to quote new prices when you are in the market. GOODELL COMPANY.
Antrim, N. H.

Peck, Stow & Wilcox Co. A new discount sheet, No. 2, applying to their 1898 catalogue, has recently been issued by the above company. As a general revision of prices previously current has been undertaken, it marks to a great extent the discounts now controlling the market. These changes show considerable advances in many lines. Special goods marked A are subject to a discount of 10 per cent. beyond the discount printed, and special goods marked B are net. Other quotations in the discount sheet are subject to an additional discount of about 20 per cent. A special circular accompanies the discount sheet, the following discounts applying to the same:

	Discount per cent.
Scale Beams	40 and 10
Steelyards	40
Agricultural or Standard Wrenches	75 and 5
Socket Firmer and Framing Chisels	75 and 5 and 2½
Socket Corner Chisels and Slicks	75 and 5 and 2½
Carpenters' and Razor Blade Drawing Knives	75 and 5 and 2½

Stone and Market Ware: Quotations are firm in this important line, and at prices prevailing, although quite high by comparison with those earlier in the season, the market has anything but a full supply of leading goods. Prices vary with the different sources of supply as affecting the dealer, but the following approximates those generally current in the market:

	Discount per cent.
Bright or Annealed, Nos. 6 to 16	70 to 70 and 10
Coppered, Nos. 6 to 16	67½ to 67½ and 10
Galvanized, Nos. 6 to 16	67½ to 67½ and 10
Tinned, " 6 to 16	70 and 10 to 75
Stone, Bright or Annealed, Nos. 19 to 26	75 and 10
" " " " 27 to 36	75 to 10 and 5

Screw and Strap Hinges: Another advance, of ¼ cent per pound, has been made in the prices of heavy screw hook and strap hinges, and the market is now represented by the following:

6 to 12 inch, per pound	3¼ to 3½ cents.
14 to 20 " " "	3 to 3¼ "
22 to 36 " " "	2¾ to 3 "

Cordage: The advancing market on Manila hemp strengthens materially the prices on cordage thereby affected. Quotations at present are liable to change without notice. When the market is in this healthy condition it is not apt to suffer so much from cut prices.

The following quotations may be said to represent the market at the present time.

Manila, 7-16 inch and larger	per pound,	10 to 10½ cents
" ⅜ inch	"	10½ to 11 "
" ¼ and 5-16 inch	"	11 to 11½ "
Sisal, 7-16 inch and larger	"	8¼ to 8½ "
" ⅜ inch	"	8¾ to 9 "
" ¼ and 5-16 inch	"	9¼ to 9½ "
" Lath Yarn	"	7¾ to 8 "

The price of jute rope is 5½ cents.

Digitized by Google

THE ALBANY TRADE.

Trade is holding well in this section and promises to continue so up to the usual time for easing off, viz., July 4th, when the vacation season is dated by precedent to commence. The rush for field and garden tools has been unprecedented, and the broken assortments have been heavily drawn upon by dealers who will have what they can get, instead of insisting upon getting just what they want as heretofore. The factories have been unable to fill orders completely or promptly.

No one will object to carry goods over this season in the face of the higher prices for raw materials, which must of necessity have its influence on prices of next spring.

General complaint of high prices of shovels is made, and smaller quantities are noticed among the orders. The day laborers who use the shovels say the increased cost of this necessary article is out of proportion to their wages, and the retailer is lessening his purchases accordingly in the belief that prices in some way may be reduced.

Hammocks, freezers, lawn mowers, screens and screen doors have had remarkable sales, and the long spell of dry weather has made the sale of rubber hose, lawn sprinklers, hose fixtures, etc., about double that of ordinary seasons.

The demand for nails continues good notwithstanding the advanced prices. Considering the cost of billets, are not nails still low, and is a further advance not improbable?

The revised price list and discount of bale ties shows an advance of at least fifty per cent., and the present scarcity of these goods and slowness of filling orders is evidence that full specifications for contracts were sent in prior to the time limit, thus affording to the past liberal purchasers a handsome margin on early fall orders.

New prices of some leading lines, also some scattering goods which have not yet moved in keeping with advance of material, may be looked for the first of the coming month, and is generally thought probable and in keeping with past records. This may cause some guessing and call for best judgment on the part of buyers.

Collections are improving steadily, and indicate a continued healthy tone to trade.

ALBANY HARDWARE & IRON CO.

THE PHILADELPHIA TRADE.

The vacation season is now upon us, and trade is usually lighter in consequence. Unless, however, we are greatly in error in our judgment, we confidently expect a much livelier summer trade than has been the rule for the last two or three years, and we base this upon the fact that many dealers have refrained from buying as heavily as they might during the last sixty days on account of the greatly advanced prices now ruling.

Despite this staying out of the market, general business has been considerably larger than last year, and buyers who have been standing out, will now practically be compelled, owing to increased sales, to re-enter the market as purchasers, and as already stated, we shall be greatly surprised if this does not largely increase the volume of summer trade.

The market shows no signs of weakening—on the contrary, iron and steel are still forging ahead. Consumption seems to be ahead of the production and there seems to be no prospect of lower prices this year, at least, while we are, already, hearing of contracts which are being placed for 1900 supplies, and even further, and there seems to be every reason to believe that goods which have already advanced heavily will make some further liberal advances in the near future.

One of the most noteworthy incidents in the last few days has been the action of the American Steel & Wire Co. in withdrawing their cash discounts on nails and wire and other goods, making terms net cash thirty days. This will naturally result in jobbers being compelled to adopt the same course, and to bill nails, barbed wire and wire, and probably other lines of goods, on a thirty-day basis, with no cash discount allowed for earlier payment. The American Steel & Wire Co. state the trade will approve the wisdom of their action and justify their action in taking this step. It still remains to be seen, however, how this will be received by the trade at large.

One of the most gratifying signs of the times is the improved state of collections. Money seems to be easier and remittances are made much more freely than has been the case for some time. There seems to be a general prosperity and it is naturally to be expected as a result of the immense amount of money which is now being paid out in wages—the amount in volume and per capita in excess of any of the past few years. As long as this is the case, there seems to be no reason to look for any other but good and prosperous trade. BIDDLE HARDWARE CO.

THE PITTSBURG TRADE.

Business continues good and while the increase over previous years for the first half of June is not so great as during April and May. This is mostly due no doubt to unfavorable weather conditions.

Ability to make shipment from stock continues to be a great inducement to buyers and is thoroughly appreciated by those who have experienced the more than usually exasperating delays of factory shipments this spring.

Salesmen report an exceptionally large number of orders for future delivery of fall goods, such as gas stoves, etc., so that indications are that the fall trade will be very satisfactory.

An ordinance requiring the use of lamps on all vehicles (which includes bicycles) has recently been enacted in Pittsburg to take effect July 1st. The demand for these goods has consequently been greatly increased and sales of this nature will help to swell the June account especially in the bicycle department.

The "summer season" with its shorter business hours and Saturday half-holidays is now with us and as we near the end of the month, the gradual "let up" of the spring rush becomes noticeable.

Vacations appear in more immediate prospect and the anticipation of a few days where we may forget the cares of business after an exceptionally busy season comes as a welcome thought. LOGAN-GREGG HARDWARE CO.

THE BALTIMORE TRADE.

One of the serious features in the management of many of the mills which have entered into consolidation is the amount of labor, previously found necessary in conducting them, that is now thrown out of employment. And another is the arbitrary method pursued in making prices and terms of settlement.

In consequence of the peculiar conditions existing this year possibly seventy-five thousand traveling men will lose their positions, and also a much larger number, including office men and those holding minor positions.

With such a large army losing employment, individual hardships will be numerous and a great decline in the value of efficient labor will follow.

That railroads, hotels, liverymen, etc., will keenly feel the absence of the bright and intelligent faces that have been visiting them periodically there is no question, and the loss of their patronage will run into many millions of dollars annually.

Traveling salesmen are happy fellows, endowed with genius, brains and the lucky faculty of accustoming themselves to circumstances, of braving danger and suffering discomforts with a smile. They are the best readers of human nature, and whilst toiling in the interests of the

Digitized by Google

manufacturers, can be found in every city, town, village and hamlet; on steamer and tram, and like the stars, everywhere and radiant, reflecting credit upon their houses and in a general way exerting a most salutary influence upon the community at large through their liberality, kindness and sensibility.

We trust their paths may be strewn with flowers, and that with the commercial changes which are rapidly developing, a new and more profitable field of labor will call their services into requisition.

It is clearly evident that the large monopolies are building immense profits and that greed actuates them in working the jobber for all they can get from him.

The American Steel & Wire Co., by way of illustration, are not satisfied with the advances they have already made, the extra charge of 2½ cents per 100 lbs. on less than carload shipments, and the reduction of cost of production incident to dismissals, but send out a circular letter advising the jobbing trade that after July 1st, the 2 per cent. cash discount will be discontinued.

The amount of protection now given the jobber on their goods is so small that he handles them as a leader and at a loss, if he figures his cost of doing business; and as foreign buyers can secure much lower prices than we are compelled to suffer, we all have just grounds for dissatisfaction, and should extend a warm support to the first opposition established.

Trade has been unusually active the past week, and collections are improving. H. W. WEBB & SONS.

THE COLUMBUS TRADE.

Business is holding up remarkably well and seems to be as good now as it was in April and May. We cannot remember a year when there has not been a very perceptible dropping off in trade after May, but 1899 is an exception not only in continuance of good trade but in a great many other things. Wheat harvest is here now and we are glad to report that the crop is going to be very much better than was expected, and in some localities the crop was never better. The same is going to be true with the hay crop. Timely rains have made a wonderful change. Farmers will have more than average crop all around. Prices have been more steady for the past two weeks but do not show any weakening, while a number of articles have made slight advances, among which we may mention hammers, hatchets, sledges, wrought goods, glass, padlocks, etc. Prices are more or less irregular owing to the fact that jobbers are not keeping up with the manufacturers in advances; but as soon as they have to replenish their stocks they will be obliged to get the full market price for goods. Jobbers and retailers are a clever lot of fellows and are liberal with their customers. Manufacturers have been liberal but they are getting pretty stiff in the neck these days. Want their money in thirty days and no discount. It looks very much as though business was settling down to a cash basis and it would be the salvation of us all if it could be adopted. But it is not right for manufacturers to adopt such an arbitrary rule and allow no cash discount. Thirty days net in place of sixty days two per cent. off in ten days is quite a difference. Jobbers and retailers are lucky if they get their money in sixty days.

SMITH BROS. HARDWARE CO.

THE CLEVELAND TRADE.

For the first time in many years, the iron and steel manufacturers will run their works through the year without the usual shut-down. The oldest inhabitant has never seen such a condition in the trade. Everybody was opposed to a boom; most business men have steadily believed that it would be a bad thing, but have been compelled to increase purchases to supply their trade, and the aggregate has been so large, that consumption has overtaken the supply.

Who started the boom, is the conundrum. To one who has been a part of it, it seems to have started from the bottom and not the top. There seems to have been a vacuum to be filled. Long depression made limited stocks and prosperity suddenly created a demand which startled the merchant, and he in attempting to supply it increased his orders until the manufacturer's stock was depleted and he began to find himself short of material.

Both manufacturers and jobbers hesitated about advancing prices, as they had contracts for goods and material for future shipment, and neither of them expected a radical advance. Demand increased compelling advances, more to decrease demand than to increase profits, but the demand continued until the boom was on; speculation had very little to do with it.

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

The farmer seems to have produced the boom, and so long as consumers are prosperous and continue to buy freely, it will continue. It will require genius to devise legislation in such case, as the ones to be restrained are the ones who do the voting. It will be dangerous to provide for their punishment in party platforms; there are some things difficult for the legislature to handle, but it may be important to find who the criminals are. If combinations are the criminals, it is a combination of consumers, which Bryanism might have prevented if it had succeeded.

The state of things has so depleted the crowd of idlers that nobody but demagogues are out of a job.

Taxation based on nominal capital, reports verified by public officials; repeal of duties on goods where monopolies are attempted, would seem to be a reasonable remedy.

Legislation against corporation that includes them all as trusts is likely to severely injure the business of the country, unless it can be directed by wise business knowledge. The classes that seek to have their securities entered and listed on the stock exchanges to be sold to the public should be restricted by wise legislation as banks and insurance companies are. It would not be arbitrary to compel them to publish statements and have them verified by a public official.

It should be made criminal for the officers to misrepresent facts or misuse the funds. This is due to the public that they ask to invest in their securities, The State should have the right to protect citizens from being defrauded. This would relieve honorable corporations from suspicion and make it comparatively safe for people to invest in these securities, and it would in no way injure the business. In the purchase of so many plants the large amount of money released can find profitable investment in industrial stocks, which would only be a change of owners.

It is clearly the duty of the State to place such neccessary restrictions around such investments as it can without detriment to the business. This is sure to be attempted and it is important that it be wisely done. Consolidation is a process in evolution, and experience alone can determine what legislation is necessary to restrict its dangers.

Corporations will promote their own interests by a moderate exercise of their powers in any direction open to public criticism, until experience shall allay the apprehensions of fear that are now manifest. The condition of business forbids the time to write long letters and seriously threatens a vacation. The approach of July does not relieve the strain; it is a nerve-straining and brain-wearing year. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

We have to report an exceedingly busy time filling orders all through June. In fact, it promises to be the best June we have ever had. The advances made the first ten days of the month have been well received and goods are going off fine. It looks as though the demand for wire cloth, poultry netting, screen doors and window screens was going to continue for the next six weeks. We have been extremely fortunate in being able to secure a good stock of all the above-mentioned goods. We have taken first-class care of our regular trade right through the season and have a fairly good stock, especially of wire cloth at the present time, for which many of our competitors are thankful, as we have been helping out a good many jobbers not so well favored as ourselves.

We learn that within the last few days another advance has taken place in pig iron, billets, wire rods and other similar lines—hence we should not be surprised if our friends in the trusts would advance nails, wire, sheet steel and kindred lines. Would it not be as well to let people catch their breath and become a little more accustomed to high figures before advancing much further at the present time?

It is of course true that many goods in the Hardware line are still low in price compared with the figures in 1892, and some considerable many items have *not advanced at all*—so that for the last mentioned better figures would be in order. But the so-called staple articles seem to the writer to be advancing with rather rapid strides. The manufacturers, however, seem to have matters pretty well in hand and, as a matter of fact, can place prices on a much higher level and make the jobbers pay whatever they ask—but in the interest of the retailer and consumer, we would like to see fair play. WELLS & NELLEGAR CO.

THE PORTLAND TRADE.

Business still continues good and there is every reason why it should. Prices are certainly as low in all lines of Hardware as we shall probably see them for a number of months, and the trade seems to realize it.

The drought bids fair to seriously affect business in New England. Unless we should be favored with some rain very soon business must suffer. As it is, we think it will have a tendency to increase the sale on haying tools, as more hand tools will be used, because the farmers will mow every place no matter how small, that has any grass on it.

Prices are well maintained and collections are fair.

EMERY-WATERHOUSE CO.

How Corn Cobs Are Utilized.

Corn cobs are made into pipes, or, dried and soaked in kerosene, they form excellent fire-coaxers. Corn pith is used as a lining for warships, and is packed in narrow slits abutting the steel packing. When a shell perforates a ship's side it tears a hole through the corn-pith packing. The inrush of water saturates the pith, which enlarges enormously. It swells and quickly covers the breach, damming the flow, and perhaps saving the ship to the nation. This is an American idea, tested and approved by Chief Constructor Hichborn, of the Navy Department.—*Exchange.*

The first practical test of a fire engine mounted on rubber tires was made at New York the other day, in response to an alarm. It was a five-ton engine, and was drawn noiselessly to the fire at a gallop, running in and out of the street car tracks in a way which often means an upset, and which appeared to be very much easier for the horses.—*Exchange.*

Digitized by Google

"PERFECT"



OILER.

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.
CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

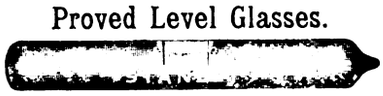
Stanley's Improved Plumbs and Levels.

All our Levels have the "HAND-Y" feature, rightly so called.
And only PROVED GLASSES are used.



In climbing ladders, walking on stagings or on the frame of a building, this form of the Level gives a feeling of steadiness.

Proved Level Glasses.



Made of extra thick tubing. Each Level Glass is marked at its highest, or crowning point, by two indelible lines; and each Plumb Glass with a single line.

Antiquity of the Saw.

Saws were used by the ancient Egyptian. One that was discovered, with several other carpenters' tools in a private tomb at Thebes, is now preserved in the British Museum. The blade, which appears to be of iron, is ten and a half inches long, and an inch and a quarter broad at the widest part. The teeth are irregular, and appear to have been formed by striking a blunt-edged instrument against the edge of the plate, the bur, a rough shoulder, thus produced, not being removed.

A painting, copied in Rosellini's work on Egyptian antiquities, represents a man using a similar saw, the piece of wood he is cutting being held between two upright posts. In other representations the timber is bound with ropes to a single post, and in one, copied by Rosellini, the workman is engaged in tightening the rope, having left the saw sticking in the cut.

In an engraving given in the third volume of "Wilkinson's Manners and Customs of the Ancient Egyptians," a saw is represented of much larger dimensions, its length being, by comparison with the man, not less than three or four feet. It does not appear that the Egyptians used saws worked by two men.

The invention of saws was variously attributed by the Greeks to two or three individuals, who are supposed to have taken the idea from the jawbone of a snake or the backbone of a fish. There is a very curious picture among the remains discovered in the ruins of Herculaneum, representing the interior of a carpenter's workshop, with two genii cutting a piece of wood with a frame saw, and on an altar preserved in the Capitoline Museum at Rome there is a perfect representation of a bow-saw, exactly resembling in the form and frame and the twisted cord for tightening it, those used by modern carpenters. From these remains it is evident that these forms of instruments were known to the ancients.

"Watch the Red Bundles."

Over at the little town of Robinson, Ill., is a merchant named Murphy who owes his success to a roll of red wrapping paper. Murphy has the biggest store in the town now and ought to be rich in a few years. About four years ago he received his customary shipment of wrapping paper, and on opening it up, found it to contain, among the usual rolls of manila, one big roll of bright red paper which he had not ordered. It had gotten into his shipment by mistake. His first impulse was to return it, but on second thought it occurred to him that it could be used, even if it was off color. Then he thought about it some more, and concluded to turn it to good account. As in all farming communities, Saturday is the great trading day at Robinson. So Murphy advertised a special sale for the next Saturday, and stated in the advertisement that all purchases would be wrapped in red paper. "Watch the Red Bundles!" was the bold catch-line of his advertisement. People did watch the red bundles. They were so conspicuous that it looked as though everybody had been to Murphy's. The farmer coming into town would see so many red wrapped packages being carried around that he was instantly reminded of Murphy's advertisement and would make a bee-line for the same store himself. The result was the biggest Saturday in the history of Murphy's business. That afternoon he telegraphed to Chicago for a big shipment of red wrapping paper. I presume that it cost him a trifle more than the plain manila, but it has built up a big business for him. Everything you buy at Murphy's is done up in brilliant red, and in every advertisement he prints appears the impressive line: "Watch the Red Bundles!"—*Advertiser.*

Hope is a beacon that illuminates the desirable things of this world. When its light is extinguished life becomes a dismal blank.—*Exchange.*

Iver Johnson Cycles

$25.00 ~ $35.00

1899 MODELS.

Honest, Reliable bicycles of new design. These are two new models which we have just added to our line so we now have *IVER JOHNSON* bicycles listing at

$25, $35, $40, $50, $60, $75

Any *IVER JOHNSON* cycle, no matter what its price, will prove an honest, reliable wheel. We build nothing else. . . . . .

Drop Forged Connections Throughout.

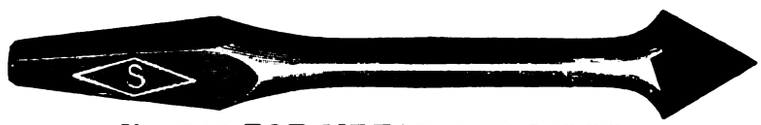
Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.

Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

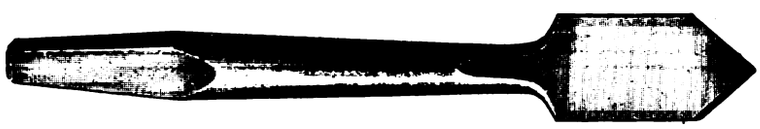
Digitized by Google



No. 310 FOR METAL.



No. 315 FOR METAL AND WOOD.



No. 320 FOR METAL.

Mayhew's Countersinks

for Wood or Metal.

CATALOGUE ON APPLICATION.

H. H. MAYHEW CO.,

SHELBURNE FALLS, MASS., U. S. A.

About Horse Bits.

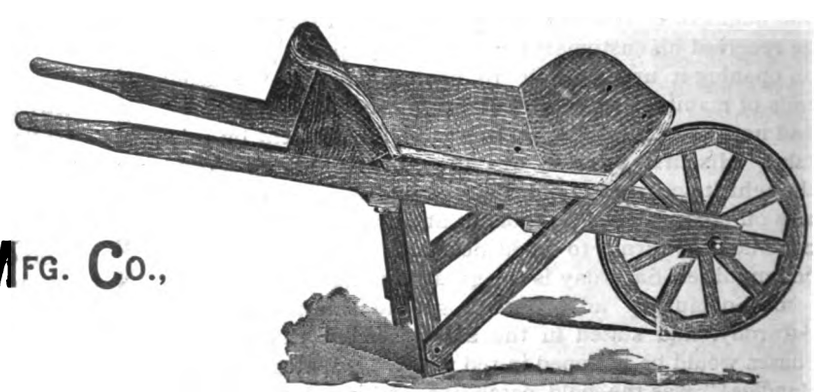
We may take it for granted that in prehistoric times "the connecting link" was hacked about with a raw-hide bridle in place of the now popular solo bit, says the writer of an illustrated article in *Bailey's Magazine*. But there were evidently disadvantages in riding with a rudimentary halter, because our forefathers subsequently adopted wooden and horn snaffles, and later on added sides or "cheeks" to them. There was no further improvement for many centuries, until the iron period, when the snaffle obtained a higher degree of perfection. So far as we can gather from historians, the ancient Romans were the first to introduce the principle of the "lever" or curb; it is humiliating to find that we have made hardly any advance in effective snaffles during the last thousand years. Dates are dangerous things to quote in connection with this interesting subject, for the evidence of the recognized authorities is conflicting. In order, therefore, to be on the safe side, let us state that horses were bitted in Egypt certainly 1500 to 2000 years before Christ, and probably much earlier. A very curious wooden mouthpiece, shaped like a badly-drawn horse, and believed to have been made about 1000 B. C., was found in Germany not long ago. Then, again, in the horn and bronze period—according to old records—a primitive half-twist-barmouth-turn-cheek-pelham came into vogue; of course, the original maker did not call it by that name, but it was one all the same. Virgil mentions a Roman bit, which was termed in his time *lupatus*, on account of its jagged structure. Berenger, in his "History and Art of Horsemanship" (1776), gives the figure of a bit which was found in a large barrow called Silbury Hill, which stands near the road from Bath to London. The mouthpiece is not unlike that of a modern snaffle; the cheek pieces are peculiar, and would not serve to carry a curb chain. This bit is supposed to be either Roman or early British. All bits, practically speaking, come under the heading of either curbs or snaffles, excepting those which partake of the character of both. In the fourteenth century the long lever bits had formidable spikes attached to them, so that a rider's enemy might not attempt to arrest his progress by catching hold of the charger's mouthpiece. The sixteenth century was responsible for chain snaffles, which restrained hard pullers; and in a curious little black-letter volume published in 1566 we find numerous plates showing curb bits more or less severe, and more or less ornamental. These resembled the handsome cavalry bits of the present day.

A new alloy has been discovered which is said to be a wonderful substitute for gold. It consists of 94 parts of copper to 6 parts of antimony. The copper is melted and the antimony added, together with a little magnesium and carbonate of lime to increase the density. The product can be drawn, wrought and soldered like the precious metal, to which it bears a striking resemblance when polished. The cost of manufacture is about 24 cents a pound.—*Ex.*

Instead of the current type metal consisting of lead, antimony, and tin of a specific gravity of about 11, a new alloy containing a large quantity of aluminum and possessing a specific gravity of 2.56-2.67 is said to have been invented in Germany. Besides being non-poisonous, other advantages, such as the quality of taking and giving off the ink more readily, etc., are claimed for this alloy.—*Exchange.*

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Digitized by Google



IMPORTANT NOTICE.

TIN, 25¾c. ANTIMONY, 10c. COPPER, 18½c.

The high level of prices for Tin, Copper and Antimony and other Metals continues, and in the meantime **TRUSTS** are being formed and **COMBINATIONS** made to keep up the prices. This will, of course, seriously affect the cost of babbitt metals for some time to come.

WE DO NOT BELONG TO ANY TRUST OR COMBINATION and are therefore free to give users of babbitt every possible advantage in price.

We are prepared to make you prices on High Grade Babbitt and on cheap metals as well, which will save you considerable money, especially if you are large users and are willing to contract for your requirements. We will save you money and also guarantee to you quality of the metals.

We ask that we may be permitted to prove what we can do.

We quote to-day on the following grades of metal, f. o. b. New York or Chicago:

No. 1,	6 cents	per lb.
No. 2,	5⅞ "	"
No. 3,	4¾ "	"
No. 4A,	4½ "	"
No. 4,	4 "	"

and **ON COMBINATION ORDERS WILL MAKE REDUCTIONS** from these figures.

Prices subject to change without notice.

MAGNOLIA METAL COMPANY,

Owners and Sole Manufacturers of

MAGNOLIA METAL,

266 & 267 West St., - - - NEW YORK.

CHICAGO OFFICE: FISHER BUILDING, 281 Dearborn St.

Pittsburg: 723 & 725 Liberty Ave.

Montreal: 318 St. Paul St.

St. Petersburg: 12 Gorochovaia St.

London: 49 Queen Victoria St., E. C.

Manchester: 17 St. Ann's Square.

Paris and Berlin.



Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bakersfield, Cal.—The Bakersfield Hardware. Co. has been incorporated by B. A. Hayden, R. J. White, L. C. White, J. N. Crosland, and F. S. Benson. Capital stock, $40,000.

Columbia, S. C.—A commission has been issued to Thos. B. Gibson and Edward H. Everett, of McCall, as incorporators of the Marlboro Hardware Co. The capital stock is to be $3000, divided into shares of $100 each.

Elk Rapids, Mich.—Meyers & Flanelly.

Fairfield, Wash.—The Lay Hardware Co. has filed articles of incorporation with the secretary of State. The officers of the company are: C. G. Lay, president; J. F. Cobb, vice-president; J. C. Lodge, secretary; T.D. Hench, treasurer. The main office of the company will be at Fairfield, with stores at Fairfield and Waverly.

Gouverneur, N. Y.—A. B. Cutting & Co.

Rockaway, N. J.—The Rockaway Hardware & Stove Co. has been incorporated. Will deal in all kinds of Hardware. Capital, $10,000· Incorporators: Morford B. Strait, Pearce Rogers, David C. Berry, all of Rockaway, N. J.

Changes and Improvements.

Ann Arbor, Mich.—James Harkins, Hardware dealer, has sold business to John Fischer.

Avoca, Penn.—T. J. Dunn has purchased the Hardware stock of Lewis Baltimore, of Duryea. He will conduct business there and in Avoca.

Bay City, Mich.—The McDonell Hardware Co. have purchased the Hardware stock of D. B. Martin & Co., in the McCormick block on Water Street.

Big Timber, Mont.—Busha & Bailey, Hardware merchants, are building a large stone addition to their store.

Bristol, Tenn.—Mitchell, Powers & Co. are erecting a large brick building on Main Street, which they will occupy with a wholesale Hardware business.

Chicago, Ill.—Dan Young has moved his Hardware stock from No. 921 West Madison Street to the new one-story building at No. 929 West Madison Street. He has made many improvements in his stock.

Constantine, Mich.—Will Roberts and Floyd Nesbitt, who recently engaged in the Hardware business at this place, have dissolved partnership and the business hereafter will be conducted by Mr. Nesbitt.

Crescent City, Ill.—W. B. Davis, Hardware, has sold his business to W. W. Parkman, of Philo. They will conduct business under the style of Parkman Bros., handling lumber, coal and Hardware.

Denver, Col.—In order to keep up with the great increase in their business during the past year, the George Tritch Hardware Co. have been forced to purchase a new warehouse. The property secured was the carriage warehouse of the Wall & Pursel company, and immediately in the rear of the present warehouse of the Tritch Co. The price paid for the building is $26,000.

Houston, Tex.—John Catron, Hardware, will remove to Rosenberg.

Jacksonville, Fla.—The Renecke Hardware Co. bankrupt stock has been purchased by J. M. Hodges, who will embark in the Hardware business.

Johnson, Neb. — Herman Holtgrewe, Hardware and implements, succeeded by Sone, Galt & Koster.

Lowell, Mass.—W. T. S. Bartlett, the uptown Hardware dealer, has just enlarged his store, having secured about 1500 square feet floor space in rear of present store to accommodate his fast increasing trade in iron, steel and shafting, vises, anvils, horse shoes and heavy Hardware of every description, and proposes to keep a complete stock of these goods in addition to his regular stocks of general Hardware and painters' materials.

Ludington, Mich.—The B. J. Goodsell Hardware Co., D. E. Cartier has purchased a one-third interest in the business.

Ludington, Mich.—Frank Bradl, Hardware, Nels C. Madesen has purchased a half interest in the business, and it will be hereafter conducted under the firm name of Bradl & Madesen.

Luverne, Minn.—D. McKeeth has sold his Hardware stock to J. N. Barkee, of Marshall, Minn.

Neche, N. Dak.—W. J. Briden, Hardware dealer, is building a warehouse.

North Java, N. Y.—The Hardware firm of Mason & Crahan have dissolved partnership after having been in business twenty years. Mr. Mason will continue the business.

Owego, N. Y.—F. M. Baker & Son's Hardware establishment is being remodeled and a handsome plate glass front is the result.

Prescott, Ark.—The Prescott Hardware Co. will erect a business block.

Pueblo, Colo.—The partnership heretofore existing between John M. Killin and Louis G. Kleespies, doing a general Hardware business in this city under the firm name of John M. Killin & Co., has been dissolved by mutual consent. Mr. Kleespies retires from the firm, his interest having been purchased by Mr. Killin, who will continue business at the same stand, No. 206 South Union Avenue and under the firm name of John M. Killin & Co.

Racine, Wis.—John Dixon has sold his interest in the Dixon-White Hardware Co. on Sixth Street and purchased the Hardware stock of John O. Jones, corner of Main and Third Streets, and the firm of J. Dixon & Co. will conduct the business at this place.

San Antonio, Tex.—The corporate name of the Heusinger-Basse Hardware Co. has been changed to the Heusinger Hardware Co., by authority of the State department at Austin.

Sheldon, Vt.—Dixon & Mower, Hardware, succeeded by Maynard & Mansfield.

Shenandoah, Pa.—The local firm of G.W. Beddall & Bro. has been enlarged by John Taggart, of this town, and Joseph Beddall, of William Penn, purchasing a one-quarter interest each, and hereafter the firm will be known as the Beddall-Taggart Hardware Co. There are no withdrawals from the business and the change is intended to greatly enlarge the firm's interests.

Standish, Mich.—The Saginaw Hardware Co. have sold their store here to a gentleman from Gladwin.

St. Joseph, Mo.—The Wyeth Hardware & Mfg. Co. have completed all arrangements for the erection of a four-storied brick building on property owned by them on Third Street. The new building will be 40 feet wide by 180 feet in length and will be used as a warehouse.

Valdosta, Ga. — W. H. Briggs & Son, Hardware, dissolved; succeeded by W. H. Briggs' Son.

Warsaw, N. Y.—Morris & Co., Hardware, succeeded by Ballentine Hardware Co.

Watertown, N. Y. — James O'Shea has bought the Hardware stores of Bancroft and Donaldson & Co., which will be run in the Donaldson block.

Business Embarrassments.

Shawnee, Okla.—The Denman Hardware Co. has made an assignment.

Burglaries in Hardware Stores.

Bancroft, Mich.—C. L. Parsons, cutlery.

Boise City, Ida.—Loree & Frantz, revolvers.

Boone, Nebr.—M. J. Smith & Sons, $700.

Dubuque, Iowa.—E. Fiebiger, razors.

Fires in Hardware Stores.

Buffalo, N. Y.—M. Tallmage, stoves and Hardware, damaged by fire.

Calamus, Ia.—S. S. Arnold's Hardware stock has been destroyed by fire. Loss, $1000; insured.

Curtis, Neb.—Stoll & Rumbaugh, Hardware damaged by fire.

Garland, Pa.—Fire in Watts Bros. Hardware store has destroyed the building and contents. Loss, $5000; insured.

Greenfield, Tenn.—Blount & O'Connor, Hardware, stock damaged by fire.

Lyons, N. Y.—Joseph C. Myers' block, corner of Water and Broad Streets, with the stock of Hardware, has been destroyed by fire. Loss, $10,000; insurance, $8000.

New Iberia, La.—Fire was discovered a few days since in the large wooden warehouse of the A. Renoudet Hardware Co., located on South Iberia Street. The building with its entire contents was destroyed. The loss, principally plows, harrows and harvesting machinery, will foot up over $5000, with small insurance.

Paducah, Ky.—The Scott Hardware Co.'s stock has been destroyed by fire.

Sheldon, N. Dak.—Hancock & Evenson's Hardware stock has been destroyed by fire. Loss, $7000; insured for $2500.

Digitized by Google



FOR Butler's Pantry Doors and all other swing doors the . . .

"BARDSLEY" CHECKING SPRING HINGE

is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the centre. It goes in the floor under the door.

Made in 6 Sizes.
Catalogue Free.

JOSEPH BARDSLEY,
147 to 151 Baxter St., New York.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

Kretsinger TRADE CUT-EASY HOOK MARK

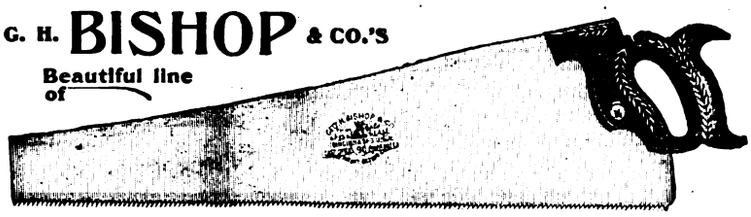
DO YOU SEE THAT EDGE?
IT'S SINUOUS.
IT'S BEVELED.
IT'S SHARP.



FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....

SAWS G. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."



CARBON (Black Diamond) TOOLS
FOR
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,
45 Vesey St., NEW YORK CITY, U. S. A.



The Contractors' Plant Mfg. Co., (Limited.)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

Give You Your Money's Worth.

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.



Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Blue Island, Ill.—The Export Implement Mfg. Co. has been incorporated; capital stock, $5000. Incorporators: R. B. MacPhall, Andrew L. Reiner, and L. L. Morrison.

Bridgeport, Conn.—Articles of incorporation of the Bradley & Author Mfg. Co. have been filed in the Town Clerk's office. The company is organized for the manufacture of light Hardware and metal novelties. The capital stock is $25,000. The principal stock holders are William H. Bradley and George F. Author. All of the capital is paid in in cash. The factory will be located in this city.

Carthage, Mo.—The Massachusetts Lead & Zinc Co. of West Virginia, have filed evidence of incorporation. Capital stock, $300,000. Capital to be employed in the State of Missouri, $50,000, with headquarters and office in the city of Carthage, Jasper County.

Chattanooga, Tenn.—The newly organized Glenwood Land Co. will build a large scale factory on their property in East Chattanooga. All manner of weighing scales will be manufactured, it is said, and employment will be given to a large number of white skilled laborers.

Coatesville, Pa.—The new plant of the Lukens Iron & Steel Co., which is now in course of construction, will, when completed, be one of the finest of its kind west of the Alleghenies. The industry will cover a large space and is located just west of the Brandywine and nearly opposite the present works. A member of the firm stated that the structural work is now going up, and that by the first of September the firm will be ready to resume operations, giving employment to at least 300 people. The present mill employs 500 men. The steel mill proper will be 110x290 feet. It will have four open hearth steel furnaces, and will be operated by the Basic method. Each furnace will have a capacity of forty tons each. The Universal mill will be 130x400 feet. The design is entirely new. With the exception of the large engine to be used, all handling and power of operating will be electrical. This will include the operation of the large traveling crane covering the various departments, mill tables, shears, etc. The entire plant will embrace every known device that can be used to advantage.

Denver, Colo.—The Denver Sheet Metal works have filed articles of incorporation with a capital stock of $25,000. The incorporators are Frederick Stapp, August Spetnagel and J. Grattan O'Bryan. They will operate in Denver.

Gowanda, N. Y.—Another addition to Gowanda's long list of manufactories will be made within a few days, when W. R. Smallwood, the jeweler and owner of the local telephone system, begins the manufacture of corrugated nail fasteners. He has purchased the patent and manufacturing rights of the fasteners, which have heretofore been controlled by Pratt & Letchworth of Buffalo. Mr. Smallwood will occupy the old axe factory for the purpose and will use water power.

Hustburg, Tenn.—There is being a large axhandle and spoke factory erected at Trotter's Landing, three miles west of Hustburg, by T. J. Trogmorton and G. G. Jarrell.

Jersey City, N. J.—The Ideal Lock Co. has been incorporated by George H. Pings, Herman L. Pings, and Carl L. Thiele; to manufacture locks. Capital stock, $100,000.

Jersey City, N. J.—The Jarvis F. Underhill Co. has been incorporated. Principal office. No. 49 Hudson Street. Manufacture machinery, implements, tools, etc. Capital, $20,000. Incorporators: Jarvis F. Underhill, Henry A. Gartin, John Collins, Jersey City.

Moravia, N. Y.—The Moravia Mfg. Co. has been incorporated to manufacture wood and iron machinery and agricultural implements. Capital, $10,000. Directors: Fred. C. Reynolds, Frank B. Ryan, Charles H. Springer, Jeremiah D. Mooning, and John Andrews, Moravia.

Providence, R. I.—Articles of incorporation of the Eagle Mfg. Co. have been filed at the office of the Secretary of State. According to the articles the company is formed for the purpose of engaging in the business of manufacturing and selling machinery, tools, iron and other materials and all kinds of manufactured products. The incorporators are: Isaac H. Sisson, George S. Boutwell and Isaac L. Goff. The corporation is located in this city and the amount of capital stock is $100,000.

San Francisco, Cal. — The Atlas Pipe Wrench Co. has been incorporated by R. O'Connor, J. N. O'Brien, T. J. Watson, H. L. Keenan, and T. E. Ryan; to manufacture all kinds of wrenches, machinery and Hardware. Capital stock, $50,000.

Terre Haute, Ind.—Articles of incorporation of the Surbaugh Drill & Tool Co. have been filed for record. The company is capitalized at $5000, and intends to manufacture and sell mining machinery, tools and supplies. James H. McClelland, J. Smith Talley, John S. Surbaugh, Hugh Shirkie and H. P. Townley are directors of the company.

Changes and Improvements.

Chattanooga, Tenn. — The Southern Queen Mfg. Co. has reorganized, and taken the name of the Chattanooga Implement & Manufacturing Co. It will increase its capital stock of $25,000 and make improvements to its implement works, adding new machinery.

Chicago, Ill.—The Home Stove Works will erect a new foundry building, 70x150 feet.

Chicago, Ill.—The Hall Safe & Lock Co. have certified to an increase from $5000 to $50,000.

St. Louis, Mo.—The Columbia Lead Co. have filed notice of increase of their capital stock from $150,000 to $500,000, half paid.

Thompsonville, Mich.—Delaney & Hyatt will rebuild their mill and handle factory and enlarge their output.

Waynesboro, Pa.—The Landis Tool Co. will erect an addition, 120 feet long, to their factory.

Recent Fires.

Bridgeport, Conn.—The foundry of Burns, Silver & Co. manufacturers of furniture Hardware, has been destroyed by fire, causing a loss of $6000. Hot metal that lodged on the roof of the building is believed to have caused the fire.

Camden, N. Y.—A few evening since fire was discovered in the Meeker rake factory on the Wolcott hill road. An alarm was sounded and the fire department responded, although it was soon apparent that they could do nothing to extinguish the flames, as the nearest hydrant was at a great distance from the fire. The blaze which was first discovered in the dry kiln, spread rapidly through the building, which was built of wood and stocked with a large quantity of small timber used in the manufacture of rakes. The entire property was soon reduced to ruins. The building was but partially insured.

Cleveland, O.—Fire broke out in the Vulcanus Forging Co.'s plant, on Hamilton Street, near Wason, a few days ago, shortly after the men had quit work. The burned building was a one and a half story frame. It contained valuable machinery. The company started in business about two months ago and the machinery was new. The loss is about $15,000, partially covered by insurance. The cause of the fire is unknown.

Cleveland, O.—The building and contents of the Barker & Chard Machine Tool Co., at the northeast corner of Pioneer and Culvert Streets, has been swept away by fire. The loss on the building, which is now but a mere shell of charred timbers and twisted, blistered, corrugated sheet iron, is estimated at $5000. The company's loss will reach $15,000. All of this is covered by insurance, distributed among the various agencies in the city.

Lebanon, Pa.—Fire broke out in the sixteen inch mill of the Pennsylvania Belt & Nut Co., and for a moment the destruction of the mill was threatened. A hasty alarm was sent to the city fire department. Meantime the fire brigade, composed of employees of the mill, set to work and by their determined efforts succeeded, after a hard and quick fight, in subduing the fire before the city department responded. The loss is slight.

Manchester, Va.—Fire has practically destroyed the building in which were located the foundry, machine, and carpenter shops of the Watt Plow Co. The loss to the company will be about $5000. George Watt owned the building, which is damaged to the extent of $4000 or $5000. Both losses are covered by insurance.

Digitized by Google

..THE..

"AUTOMATIC"

BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

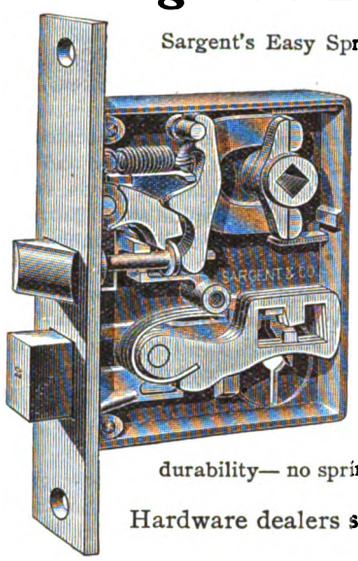
Self-Governing.

Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,

NEW YORK.
CHICAGO.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.

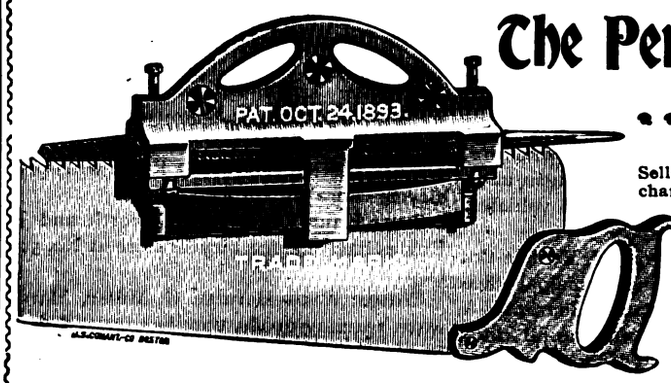
WANTED

JOB AND SPECIAL LOTS FOR SPOT.

...SEND FULL PARTICULARS...

BROWNE & MANSFIELD,

241 BROADWAY, NEW YORK.



The Perfect Saw ... Jointer

Sells at sight. Every mechanic needs it! Uses any kind of a file. Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC., on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

WATERBURY BRASS CO.,

60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS

OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES

OF EVERY DESCRIPTION.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of SMALL SPRINGS of every description; | and dealers in WIRE and COLD ROLLED STEEL.

ESTABLISHED 1857.

"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

"HONEST SERVICE AND GOOD VALUE."

The Plume & Atwood Mfg. Co., New York. [*Lamps, Bicycle Lamps, Heaters, etc.*]: Your success should be very gratifying indeed when you realize that it has been achieved by giving the public honest service and good value for their money.



FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Albany, Ore.—Ohling & Hulburt, Hardware, bicycles, etc., new firm, has opened store.

Altoona, Pa.—Lampe & Co. have opened new bicycle store at No. 1411 Eleventh Avenue.

Baltimore, Md.—The Maryland Bicycle Lock Co. has been incorporated by John F. Clark, N. Tip Slee, Robert A. Taylor, Joseph A. Gilpin and others for the purpose of placing in public buildings a bicycle lock to prevent theft. Capital stock, $25,000.

Beloit, Wis.—F. A. Barish has opened a bicycle store.

Biddeford, Me.—The Pilgrim Motor Vehicle Co. has been incorporated by E. Orcutt, H. J. Savory, E. N. Hutchins, B. A. Prince and others; manufacturing motor vehicles. Capital stock, $500.000.

Bridgeport, Conn.—The National Bicycle & Motor Co. has been incorporated by Hon. A. W. Paige, Judge George P. Carroll and Philip L. Holzer to manufacture, buy and sell bicycles, motor carriages, automobiles, autotrucks and kindred vehicles. Capital stock, $2.500,000.

Camden, N.J.—The Twyford Vehicle Co. have been incorporated, with principal office in the New Jersey Corporation Guarantee & Trust Co. building. Manufacture all kinds of vehicles to be operated by electricity, compressed air, etc. Capital, $1,000,000. Incorporators: Wm. B. Lawton, J. D. Humes, C. B. Lawton.

Chicago, Ill.—The American Cycle Skate Co. has been incorporated. Capital, $25,000. Incorporators: R. Y. Wymann, Bert E. Nusbaum, and F. M. Williams.

Dexter, Me.—F. W. Parsons has opened Hardware and sporting goods store.

Dover, Del.—The Clawson Coin Controlled Bicycle Pump Co. has been incorporated by Thos. W. Palms, Thomas Massey and James Lord. Capital stock, $50,000.

Dover, Del.—The United Mfg. Co., incorporated by J. Taylor, H. O. Chapman and D. W. Webster, manufacturing roller and ball bearing and machinery. Capital stock, $200,000.

Enid, O. T.—J. W. Weightman, Hardware, sporting goods, etc., has opened new store.

Ellwood City, Pa.—John Nicholson, J.H. Baker and C. E. Pope have formed a company for the establishment of a new steel tube plant.

Erie, Pa.—The Pennsylvania Rubber Co., incorporated by H. DuPoy, F. A. Wilcox, H. A. Middleton, E. C. Moore and J. R. McDonald, to manufacture rubber and rubber goods. Capital stock, $100,000.

Gorman, Tex.—Jay Barton & Co., Hardware, sporting goods, etc., have opened new store.

Jersey City, N.J.—The New Century Air Motor Cycle Co. has been incorporated by Z. Taylor Ubil, John W. Avery and Osborn Congelton; manufacture goods, wares and merchandise. Capital stock, $100,000.

Milford, Mass.—The Milford Rubber Co. has been incorporated by L. Aronson, H. B. Gordon and W. Stone to manufacture rubber goods. Capital stock, $10,000.

Niagara Falls, N. Y.—The Niagara Automobile Co. has been incorporated by P. F. King, J. H. Leggett, Mrs. E. Burns, M. Brown and J. F. Murphy. Capital stock, $10,000.

Ontario, Cal.—The Bicycle Locking Co. has been incorporated by W. W. Smith. M. V. McQuigg, F. C. Paulin, W. S. Palmer and F. J. Williams, to buy and sell bicycle-locking devices. Capital stock, $40,000; all subscribed.

Rochester, N. Y.—The Tierney Mfg. Co. has been incorporated by C. Engbert, Jr., A. P. Wertz and E. J. Tierney; manufacturing and sale of bicycles, supplies. Capital stock, $18,000.

Salem, Mass.—E. J. Porter has opened a bicycle store at No. 23 Lowell Street.

Springfield, Mass. — Amos Kubik has opened a bicycle store at No. 33 Fort Street.

Sturgis, Mich.—Bailey & Rider will open bicycle store on Nottawa Street.

Terre Haute, Ind.—A. Haworth and J. Engles have opened bicycle store at No. 515 Ohio Street.

Wilton, Wis.—Herman G. Miller, Hardware, sporting goods, etc., has opened new store.

Changes and Improvements.

Adrian, Mich.—The Gifford Mfg. Co., bicycles, discontinued business.

Albany, N. Y.—The Bullis Ball-Gear Co., bicycle gears, increased capital stock from $75 000 to $250,000.

Albuquerque, N. M.—G. Brockmeier is enlarging his bicycle store.

Atchison, Kan.—The Blish, Mize & Silliman Hardware Co., sporting goods, guns, etc., have enlarged their place of business.

Bainbridge, Ind.—Priest & Hart, Hardware, sporting goods, etc., succeeded by Colliver & Huffman.

Bonaparte, Iowa.—Eich & Co., sporting goods, Hardware, etc., have been succeeded by W. S & A. V. Blackford.

Dearfield, Wis.—Hedgerson & Huebsch, dealers in bicycles; Joseph P. Huebsch has retired, and William Huebsch has been admitted to partnership in this firm.

Dexter, N. Y.—Warren & Walts, bicycles, sold out.

Dubuque, Iowa.—E. Munsell & Co., bicycle dealers, succeeded by Miller & Munsell.

Edwardsville, Mich.—C. M. Dennis, bicycles, etc., has been succeeded by D. W. Ray & Co.

Ensley, Ala.—Charles H. Frye, bicycle dealer, has removed to this place from Bessemer.

Fort Wayne, Ind.—The Columbia Machine Works, bicycles and machinery, sold out.

Frankfort, S. D.—D. M. Cotton, Hardware, sporting goods, etc., has been succeeded by A. W. Jones & Co.

Indianapolis, Ind.—The Indiana Chain Co., manufacturers of bicycle chains, reported dissolved. S. L. Pattison retires.

New Britain, Conn.—E. S. & H. H Pillard, bicycles, etc., dissolved. Succeeded by Edward S. Pillard.

Norfolk, Va.—The Monticello Wheel Co., bicycles, succeeded by J. D. Lasley; style unchanged.

Wilmington, N. C.—J. W. Murchison, sporting goods, Hardware, etc., succeeded by J. W. Murchison & Co.

Niles, Mich.—Miller & Johnson, bicycle dealers, succeeded by Stubber & Johnson.

Hot Springs, Ark.—Joseph Beaulieu, bicycle dealer, has sold out.

Savannah, Ga.—Moore & Higgins, bicycle dealers, have been succeeded by W. F. Higgins.

Winnebago City, Minn.—A. Milne & Co. have sold their Hardware and sporting goods business to H. N. Welch & Co.

Miami, Fla.—J. M. Lowry, bicycle dealer in the Sulzner building, on Twelfth Street, has sold out to E. Porter, who will continue the business at the old store.

Hartford, Conn.—The Veeder Mfg. Co., manufacturers of the Veeder bicycle cyclometer, are erecting a brick addition to their plant 50x40 feet, two stories high.

Walnut, Ill.—W. D. Milliken, lumber, has added a line of sporting goods and Hardware.

Warsaw, N. Y.—Gardner & Montgomery, bicycles, succeeded by Gardner & Gage.

Recent Embarrassments.

Louisville, Ky.—Walter N. Birnbaum, bicycle and sporting goods dealer, has made an assignment to John H. Wheeler.

Mankato, Minn.—T. H. Andrews, gunsmith, and dealer in sporting goods, has filed a petition in bankrupicy. Assets are about $2700, and liabilities $3000.

Recent Fires.

Augusta, Ga.—Thomas & Barton, bicycles, musical instruments, etc., damaged by fire, at a loss of $24,000; fully insured.

Bancroft, Mich.—W. E. Allen, bicycles; store damaged by fire.

Buffalo, N. Y.—The Buffalo Supply Co., dealers in bicycle supplies, Nos. 820 and 830 Broadway, damaged by fire, at a loss of about $25,000.

Nantasket Beach, Mass.—Andrews' bicycle store, damaged by fire.

Springfield, Mass.—The Industrial Cycle Co.'s stock has been damaged by fire to the extent of $11,000.

Syracuse, N. Y.—W. H. Bessell's bicycle store has been damaged by smoke and water.

Washington, D. C.—Charles S. Labofish, bicycles, No. 717 Ninth Street, N. W., stock damaged slightly by fire.

Digitized by Google

OVER 1,000,000 IN USE.

THE

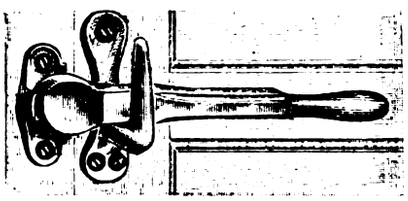
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No 2, 9 inch lever; No 3, 6 inch lever; No. 4, 6-inch lever; No 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12.00	$15.00	$33.00	$36.00	Per Doz
No. 2	9.00	12.00	18.00	20.00	"
No 3	5.50	7.50	10.00	11.00	"
No. 4	3.00	5.00	7.00	8.00	"
No 5	2.25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . **Discount.**

M. H. HICKEY & SON,

375 Market St., **NEWARK, N. J.**

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

ALL METAL REPEATING AIR RIFLE.

5 Different Styles. Send for Gun Catalogue.



3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.

Globe Sights Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

Cycloid Cycle Co., Grand Rapids, Mich.

A. MUGFORD · DESIGNER ENGRAVER · ELECTROTYPER

HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST HARTFORD CONN

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

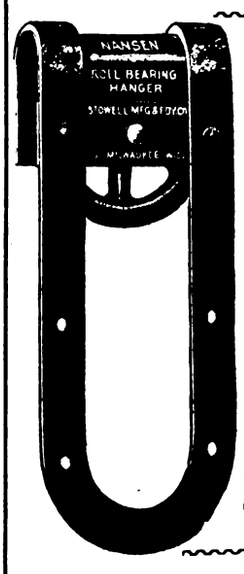
DUNBAR BROTHERS

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS MADE FROM

SHEET STEEL STEEL BRASS WIRE

BRISTOL CONN. P.O. BOX 416



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.

Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers.
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails.
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.

Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.

Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.

Sheathing Nails.
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.

Wire Slating Nails.
Escutcheon Pins.

Lead Nails.

Slating Nails.
Common Nails.

Zinc Nails.

Slating Nails.

Yellow Metal.

Slating Nails.
Sheathing Nails.
Stem Nails.

Slaters' Tools.

Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.
Composition Spikes.

LENGTH AND GAUGES OF STANDARD STEEL WIRE NAILS.

Sizes.	Length, inch.	Common.	Barbed Common.	Clinch.	Fence.	Common Brads.	Smooth & Barbed Finishing.	Fine.	Barrel.	Casing.	Smooth Box.	Barbed Box.	Flooring Brads.	Barb. Car L'ht	Barb. Car H'y	Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Spikes.
.....	3/4	.....	.....	.....	.....	.....	.....	.....	16	.....	.....	.....	.....	.....	.....	.....	13	.....	.....	17	.....
.....	7/8	.....	.....	.....	.....	.....	.....	.....	15	.....	.....	.....	.....	.....	.....	.....	12	.....	.....	17	.....
2d	1	16	15	14	.....	16	17	17	15	16½	16½	16½	.....	.....	.....	12	12	.....	.....	17	.....
3dfi	1¼	.....	.....	.....	.....	.....	.....	16½	15	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
3d	1¼	15½	14	13	.....	15½	16½	.....	14	16	16	16	.....	.....	.....	11	11	.....	.....	.....	.....
.....	1⅜	.....	.....	.....	.....	.....	.....	.....	13	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
4d	1½	13½	13	12½	.....	13½	16	16	13	15	15	15	.....	12	10	11	10	.....	12	.....	.....
5d	1¾	13	12	12½	10	13	15½	.....	.....	14	14	14	.....	10	9	10	10	12½	12	.....	.....
6d	2	12½	12	11	10	12½	14	.....	.....	13½	13½	13½	11	10	9	.....	9	12	11	.....	.....
7d	2¼	12	11	11	9	12	13½	.....	.....	13	13	13	11	9	8	.....	.....	11½	11	.....	.....
8d	2½	11½	11	10	9	11½	12½	.....	.....	12½	12½	12½	10	9	8	.....	.....	11	10	.....	.....
9d	2¾	11	10	10	8	11	12½	.....	.....	12	12	12	10	8	7	.....	.....	11	10	.....	.....
10d	3	10½	9	10	7	10½	12	.....	.....	11½	11½	11½	9	8	7	.....	.....	10	9	.....	7
12d	3¼	9½	8	9	6	9½	11	.....	.....	11	11	11	8	7	6	.....	.....	.....	.....	.....	.....
16d	3½	8½	7	9	5	8½	10½	.....	.....	10	10	10	7	7	6	.....	.....	.....	.....	.....	6
20d	4	6¾	6	8	4	6¾	10½	.....	.....	9½	9½	9½	.....	6	5	.....	.....	.....	Spikes.		5
30d	4½	6	5	.....	.....	6	.....	.....	.....	9	9	9	.....	6	5	.....	.....	.....			4
40d	5	4½	4	.....	.....	4½	.....	.....	.....	8	8	8	.....	5	4	.....	.....	.....	6½	1	3
50d	5½	3¾	.....	.....	.....	3½	.....	.....	.....	.....	.....	.....	.....	4	3	.....	.....	.....	7	0	2
60d	6	3	.....	.....	.....	3	.....	.....	.....	.....	.....	.....	.....	4	3	.....	.....	.....	8	00	1
.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	9	00	.....

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS & WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

GEO. W. NOCK, Manufacturer of
KEYS AND Locksmiths' Supplies,
BICYCLE Supplies. . .
146 No. 4th St., PHILADELPHIA.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
. . . Manufactured by
Established 1870.
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

EXPANSION BOLTS.
Ask for Catalogue B.
Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.
SOLE MANUFACTURERS, Philadelphia.

"Which Way" Pocket Level
TELLS in an instant "Which Way" your work is out. See? It is the size of a silver dollar and three-eighths thick. Nicely nickeled and polished. To introduce it, will mail one for 70 Cents in stamps or three for $2.00. Caliper Catalogue free.
E. G. SMITH,
COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich.

AN energetic, up-to-date, successful Hardware salesman; must be familiar with all modern methods of getting and retaining customers. A good chance for the right man. State age, experience, reference and wages wanted, CARLTON HARDWARE CO., Calumet, Mich.

SPECIALTY salesman, to sell full line of cutlery and Hardware specialties on commission for reliable New York firm. Territory now open: New York State, Indiana, Illinois, Iowa, Wisconsin, Minnesota and Far West. Write for particulars. Address CUTLERY, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York.

SPANISH young man (28) who can speak and write the language; understands stenography and typewriting; wants a position. Address, P. J. LUKEMAN, No. 125 Sands Street, Brooklyn, N. Y.

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent as salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No. 143 Chambers Street, New York.

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill, factory furnace work, etc. Address, GEORGE HERGET, care of Medart Patea Pulley Co., St. Louis, Mo.

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala.

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

Situations Wanted.

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALIST, HARDWARE, care No. 143 Chambers Street, New York.

EXPERIENCED salesman would like line of refrigerators, ice cream freezers, stove boards, shovels, axes and Hardware specialties direct from manufacturer, on commission for New York State. Address, SALESMAN, 192 Hoyt Street, Buffalo, N. Y.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

Wanted to Purchase.

A SMALL Hardware manufacturing business, having an established trade, which will be sold outright, is wanted by an intending purchaser. Address, "PURCHASER," care HARDWARE, No. 143 Chambers Street, New York.

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. Box 195, Hoboken, N. J.

Hardware Business For Sale.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

SEVEN Nail Machines of four different sizes and making all sizes of wire nail from 40-penny to smallest. Only in use about six months. Address, SHELDON PARKS, Attorney, Cleveland, Ohio.

HARDWARE and House Furnishing business for sale in Brooklyn. Established over 20 years. Good chance for an active man. Address, EXCELSIOR, care HARDWARE, No. 143 Chambers Street, New York.

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

"WE HAVE FOUND 'HARDWARE' OF USE."

Putnam Nail Co., Neponset, Boston, Mass. [*Horse Nails*]: We have found HARDWARE of use in disseminating truths in regard to the Putnam hot forged and hammer pointed nail.

"ALWAYS A WELCOME VISITOR."

Atlas Mfg. Co., New Haven, Conn. [*Coat Hooks, Shelf Brackets, etc.*]: HARDWARE is always a welcome visitor at our office, and we should hardly know how to get along without it.

"ONE OF THE BEST MEDIUMS KNOWN."

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartord, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

"HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [*Cutlery, Guns, etc.*]: We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

"JUST THE PAPER RETAILERS WANT."

Henry E. P. Pritchard, Philadelphia, Pa.: Enclosed find $1 for which please send me HARDWARE for one year. It's just the paper retailers want.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

Perfection Ventilator

NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.



The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. CO.,
231 to 237 Arch St., PHILADELPHIA, PA.

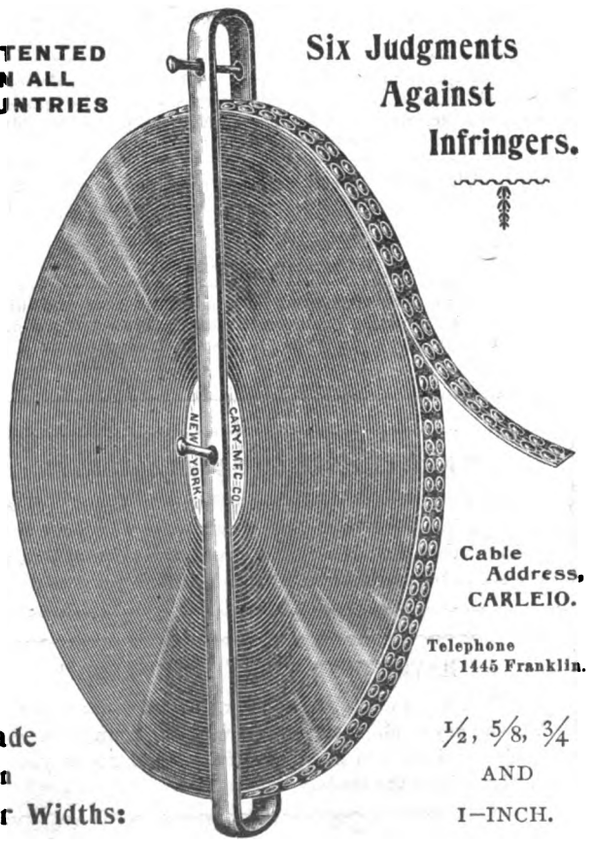
EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, 5/8, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

ROOFING SLATE.

GENERAL RULE FOR THE COMPUTATION OF SLATE.

From the length of the slate take three inches, or as many as the third covers the first; divide the remainder by 2, and multiply the quotient by the width of the slate, and the product will be the number of square inches in a single slate. Divide the number of square inches thus procured by 144, the number of square inches in a square foot, and the quotient will be the number of feet and inches required. A square of slate is what will cover 100 feet square, when properly laid upon the roof.

TABLE OF SIZES AND NUMBER OF SLATES IN ONE SQUARE.

Size in Inches.	No. of Slate in a Square.	Size in Inches.	No. of Slate in a Square.	Size in Inches	No. of Slate in a Square.	Size in Inches.	No. of Slate in a Square.
6x12	533	9x14	291	10x18	192	11x22	137
7x12	457	10x14	261	11x18	174	12x22	126
8x12	400	12x14	218	12x18	160	14x22	108
9x12	355	8x16	277	14x18	137	12x24	114
10x12	320	9x16	246	10x20	169	14x24	98
12x12	2'6	10x16	221	11x20	154	16x24	86
7x14	374	12x16	185	12x20	141	14x26	89
8x14	3 7	9x18	213	14x20	121	16x26	78

The weight of a square of Slate is estimated in a general way (varying according to the thickness of the different makes) at from 600 to 700 lbs. per square.

A *square* of Slate is 100 superficial feet.

Gauge is distance between the courses of the slates.

Lap is distance which each slate overlaps the slate lengthwise next but one below it, and it varies from 2 to 4 inches. The standard is assumed to be 3 inches.

Margin is width of course exposed or distance between tails of slate.

Pitch of a slate roof should not be less than 1 in height to 4 in breadth.

Length of a slate is taken from nail-hole to tail.
Thickness of slates ranges from ⅛ to 1/16 inch.

WEIGHT PER SQUARE FOOT.

Thickness.....	⅛	3/16	¼	⅜	½	⅝	¾	1
Weight.....	1.81	2.71	3.62	5.43	7.25	9.06	10.87	14.5 lbs.

Weight per cubic foot, 174 pounds.

It requires, on account of laps, an average of nearly 2½ *square feet* of slate to make one of slating.

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½&5

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—₱ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 87 @ 40c
Musket, Waterproof, 1-10's 58 @ 60c
G. D 33 @ 35c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 35%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. 10&5%
Blank Cartridges, 32 cal. 10&5%
Primed Shells and Bul'ts 15&5%
B. B. Caps, Round Ball 35&10%
B.B. Caps, Con. Ball, Swgd 35&10%

PRIMERS—
Berdan Primers 10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers 10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 33⅓&5%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder 40&5%
"Black Club," Black Powder 40&5%
"Smokeless" Nitro Powder 40&10&10&5%
"Acme," Dense Nitro Powder 40&10&10&5%
"Trap," Nitro Powder 40&10&10&5%

GUN WADS—₱ 1000—
B.E., 11 up .60c .. B.E., 9&10 .70c
B.E., 8 .80c .. B.E., 7 .80c
P.E., 11 up .1.00 .. P.E., 9&10 .$1.25
P.E., 8 .1.50 .. P.E., 7 .1.50
} 30%

SHOT—
Drop Shot, sizes smaller than B, 25-₤ bags ₱ bag $1.45
Drop Shot, sizes smaller than B, 5-₤ bags, ₱ bag $ .35
Drop Shot, B and larger sizes, 25-₤ bags, ₱ bag $1.70
Drop Shot, B and larger sizes, 5-₤ bags, ₱ bag $ .40
Buck Shot, 25-₤ bags, ₱ bag $1.70
Buck Shot, 5-₤ bags, ₱ bag $ .40
Chilled Shot, 25-₤ bags, ₱ bag $1.78
Chilled Shot, 5-₤ bags ₱ bag $ .40
Dust Shot, 25-₤ bags, ₱ bag $2.10
Dust Shot, 5-₤ bags, ₱ bag $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 ₤ each .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1 ₤ each .45
Orange Rifle "Extra,"
F, FF, FFF, in canisters of 1 ₤ each .35
F, FF, FFF, in canisters of ½ ₤ each .15
F, FF, FFF, in canisters of ¼ ₤ each .12

KEG POWDER—
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in kegs of 25 ₤ each 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ ₤ each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ ₤ each 2.25
Orange, Special,
Nos. 1 and 2, in kegs of 25 ₤ each 5.00
Nos. 1, and 2, in ½ kegs of 12½ ₤ each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ ₤ each 1.50
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25 ₤ each 4.00
F, FF, FFF, in ½ kegs of 12½ each 2.25
F, FF, FFF, in ¼ kegs of 6¼ ₤ each 1.25
Meal Powder,
In kegs of 25 ₤ each 4 00
[For 1000 ₤ lots 10% discount.]
Shipping Powder,
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 ₤ each 2.25
Blasting and Mining, "A,"
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 ₤ each
Blasting and Mining, "B,"
CC, C, F, FF, FFF, FFFF, in kegs of 25 ₤ each
Fourth of July Powder,
In kegs of 25 ₤ each
Laflin & Rand Smokeless,
10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 ₤ each $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 ₤ each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ ₤ each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 ₤ each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 ₤ each .35
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ ₤ each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ ₤ each .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 ₤ $8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ ₤ 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 ₤ 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ ₤ 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ ₤ 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 ₤ 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ ₤ 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 ₤ 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ ₤ 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ ₤ 1.50
Mealed Powder, in Kegs, 25 ₤ 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 ₤ 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 ₤ 1.50
Du Pont Sporting Powder, for lots 1000 ₤ 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 ₤ Black Powder $22.00
Half Kegs, equal in bulk to 12½ ₤ Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ ₤ Black Powder 5.75
Canisters, equal in bulk to 1 ₤ Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success ₱ doz. $3.80
Galien Safety ₱ doz. $3.75
Hartman's Pivot ₱ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye ₱ doz. $3.25
Western ₱ doz. $3.75

Anti-Rattlers—

Fernald, Wire ₱ doz. pairs. .75
Burton's, No. 2 ₱ doz. pairs. .75
Burton's, with bolt holder, No. 1 ₱ doz. pairs. $1.00
Kohler's:
Invisible, No. 3 ₱ gro. $6.80
Perfect, No. 2 ₱ gro. $7.00
Bolt Holder, No. 1 ₱ gro. $9.00

Anvils—

American "Horse-Shoe" 9¼@9¾c
Armitage's Mouse Hole 8¾@9¼c
Eagle Anvils, ₱ ₤ 9c 15@15&5%
Hay-Budden, Wrought 8¼@8¾c
Peter Wright's 9¾@10¼c
Samson 40&10%
Trenton 8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's 40@40&10%
Millers Falls (with drill) $18.00 .. 20%

Augers and Bits—

Boring Machine 70@70&5%
Common Auger Bits 70@70&5%
Cook's N. H. Copper Co. 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30. 50&10@50%
Nobles Double Spur, No. 33 70%
No. 10 Extension Lip 40@40&10%
No. 10 Extension Lip pattern car bit 40@40&10%
Pat. Car Bits, No. 10 40%
Pat. Car Bits No. 30 50&10@50%
Ring Augers 70%
Pugh's Black 20%
Snell's Jennings' Pattern 70%
Snell's Car Bits 60&10&5%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 25&10%
Douglass' 33⅓@33⅓&10%
Ives 33⅓@33⅓&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 20%

EXPANSIVE BITS—
C. E. Jennings & Co. 33⅓%
Clark's small, $18.00 50&10@50%
Clarks' Large, $26.00 50&10@50%
Ives' Model, ₱ doz. $60 50@50&10%
Swan's 40@40&10%

DOUBLE CUT GIMLET BITS—
Common ₱ gro. $2.75@$3.25
Diamond ₱ doz. $1.25 40&10%
Douglass' 40&10@50%
C. E. Jenning & Co. 50%
Ladds' 70%
Shepardson's 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40%
for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit 60@70%
K. & F. 60&10&10&5%
Morse 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland 60&10%
K. & F. Straight Shank 60&10%
Morse Straight Shank 60%
New Process 60&10%
Standard 60&10%
Syracuse 60&10%
W. & B. Diamond 60&5@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—
L'Hommedieu's 15&10@15&10&5%
Snell's 30&10@40%
Watrous' 40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₱ gr. $3.00@$3.25
H'ld Scratch ₱ gr. $3.50@$4.00
Pat. Peg ₱ gr. 33@35c
Sewing, Com. ₱ gro., 55c@$1.00
Should. Peg ₱ gr. $1.35@$1.45
Shouldered Brad. ₱ gr. $1.50@$1.65
Socket Scratch ₱ doz. $1.00@$1.10
Stanley Rule & Level:
Handled Brad 40&10%
Patent Pegging 50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₱ doz. $7.50; No. 20, ₱ doz. $10. 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50 .. 70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00
₱ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.50 40&10%

Axes—

First quality, best brands. $5.00@$5.25
First quality, other " $4.50@$4.75
Beveled add 50c ₱ doz.

HATCHETS—
Collins
Findlay Axe & Tool Co. 50@50&10%
Hunt's, Underhill's or Blood's. 40&12½@50%
Peck's:
Champion Blade 45%
Empire Brand 50&10%
Fayette R. Plumb:
Broad, New List 40&7½%
Lathing 40&12½%
Shingling 40&12½%
Warehouse 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co.:
Broad 50&5%
Shingling and Claw 50&5%
Lath, Hunters' etc 50&5%

Axle Grease—

Dixons' "Everlasting."
1-₤ box .15
2-₤ box .25
10-₤ pail $1.20
25-₤ keg $2.75
50-₤ keg $5.00

Balances—

Chatillon's:
Light 50%
Circular Balances 50&10%
Straight Balances 40&10%
Large Dial 35%
Circular Spring Balances. 50&10@60%
Common 24 ₤. ₱ doz. 80c net.

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 25@30%
Tinned, each, $7.50 25@30%

Bells—

HAND—
Extra Heavy Brass 65&10%
Light Brass 70&10%
Globe (Cone's Patent) 40@40&10%
Silver Chime 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's 40@40&10%
Gong, Barton's 40&10@50%
Gong, Yankee 55&10%
Lever, R. & E. Mfg. Co.'s. 60@60&10%
Multi-Stroke 50%
New Departure 45@50%

COW—
Com'n Wrought .60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List 75%
Texas Star 50&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's 70@70&10%
Hand 50&5@50&10%
Moulders 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye 60&10%
Shield High Grade 50&10%
War. 2 XL 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $4. 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ lb.....9½c
Standard, ₩ lb.....9½c
Manila, ₩ lb.....10¼c
Pure Manila, ₩ lb.....11 c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr....$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70& 10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts...60&10&10%
Ives' Patent Door Bolts...65@65&10%
Wrought Barrel...70&10@70&10&10%
Wrought Square.....60&5@70%
Wrought Shutter, Standard list.. 60@60&10&5%
Wrought Shutter, Sargent's list.. 60&10&5%
Wr't Sunk Flush, Sargent's list. 50&10@50&10&5%
Wr't Sunk Flush, Stanley's list 50&10@50&10&5%
Wr't B. K. Flush, Com'n, Stanley's list.....60&10%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....65&10&10%
Machine.....65&10&10%
Carriage, Common.....65&10%
Norway Iron, list Oct. '84.....75&10%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96. 70&10%
Bay State, Fluted.....70&10%
Eagle Phila., list Feb. 26, '96.75&10%
Norway, Phila., list Feb. 26, '96. 70&10%
Common, list Feb. 28, '88.....67½%
Norway, Phila.....75%
R. B. & W., list Oct. 16, '84.....70%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....67½%
MISCELLANEOUS—
Sink.....67½%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@30%
Ives'.....33⅓&5%

Boring Machines—
Without Augers.

	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots. 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 106@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ¼ High Pressure Brazers $34.60
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list Ap'l 1, '99 40&10%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96. 25& 10@25&10&5%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns. 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&10 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts..50&10%
Bronzed, Narrow.....50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 60&10@70%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $3.00; No. 2, $3.25; No. 3, $3.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Montgomery's "Excelsior," $6.00 ₩ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Cyco-Bearing:
Amer. Queen.....₩ doz. $27.00
Crystal.....₩ doz. $36.00
Gold Medal.....₩ doz. $24.00
Grand.....₩ doz. $36.00
Grand Rapids.....₩ doz. $22.00
Hall.....₩ doz. $60.00
Prize.....₩ doz. $24.00
Premier.....₩ doz. $24.00
Superior.....₩ doz. $24.00
Welcome.....₩ doz $24.00
Hotel.....₩ doz. $54.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....₩ doz. $2.60
Child's.....₩ doz. $3.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $8.50
Misses.....₩ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ dos. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net.$19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9.00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$16.00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$20.00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom-Action, Jap...$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap...$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22.00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24.00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....60&10&5&70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60&10%
French or Phila.....60@60&10%
Globe Wheel.....65@65&10%
Martin's Patent (Phoenix).50&10@60%
Plate.....60&10&5@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro. $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—
American Proof Coil, in 1000-lb lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾	⅞
$7.50	5.85	4.85	4.00	3.85	3.70	3.55	3.50	

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½
Covert Mfg. Co. Heel Chain..45&2½
Galvanized Pump Chain, with Buckets.....5c
German Coil, list July 24, '97.60&10 @60&10 &10%
German Halter Chain, list July 24, '97.....60&10@60&10 &10%
Jack Chain, Iron.....70%
Jack Chain, Brass.....50&10 @60%
Oneida Halter Chain.....60@60&10%
Trace, Wagon and Fancy Chains, New List.....60%

Chain Guards—
Aluminum S. & N. Co.....80%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75@75&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&10%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, ₩ lb.....14c@18c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $8.00.....30%
Cushman's:
Combination.....60%
Independent.....60%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....25%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....50%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....60%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's..... 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s: Chicago Belt Clipping Machine, Each $15.00...15%
New '98, Chicago...Each $6.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $3.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@75&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....35@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....35&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....⅌ doz $10.00
Williamson's.....40%

Corn Hooks -
Kretsinger Cut-Easy, ⅌ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....60&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....⅌ gro. $3.75
Emerald.....⅌ gro. 5.00
Oriole.....⅌ gro. 5.00
Rainbow.....⅌ gro. 2.81
Solid.....⅌ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....35&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....35&10%
Rubber, ⅌ doz. $7.50.....25@35&10%
Southington Cutlery Co.'s...35&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....35%
Norton.....40@50%
Rubber, complete, ⅌ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ⅌ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Miss.....75&10&5@75&15&2½%
Ohio Tool Co...75&10&5@75&15&2½%
P. R. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Wiswell.....30&10@40%
L. & I. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ⅌ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.35@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@35%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each..... $1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per dos., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per dos, $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ⅌ doz. 75 cts. gro. $7.50
Extra Family Size....⅌ doz. $3.00
Keystone.....33⅓%
Spiral.....⅌ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....⅌ gro. $5.75
Dover, No. 10.....⅌ gro. $6.25
Dover, Steel Handle No. 10, ⅌ gro.....$6.25
Dover, Extra Heavy, No. 15, ⅌ gro.....$14.00
Rival.....⅌ gro., $10 00

Electrical Supplies—
Alarm Clocks, Electric.$3.00 each.
Annunciators.....$1.50 ⅌ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$8.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric..24c. each.
Early Riser Set, Electric.$3.50 ea.
Floor Pushes, Electric....6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac..... 18c. ⅌ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt .....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ⅌ lb.
Tube, Speaking.. $31.00 ⅌ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ⅌ doz.
Whistles, Speaking Tube, Porcelain.....75c ⅌ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OFF
Kegs, ⅌ lb.	4½c	5c	3c
½ kegs, ⅌ lb.	4½c	5½c	3½c
¼ kegs, ⅌ lb.	5c	5½c	3½c
10 lb cans, 10 in case....	6c	6½c	5½c
10 lb cans, less than 10..	10c	10c	8c

Enameline—
No. 4, ⅌ gro.....$4.50
No. 6, ⅌ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.83
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....⅌ doz. $3.00
Popes.....⅌ doz. $3.00
Wilkinson's.....⅌ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Rose," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....60%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ⅌ doz. $36.00.....40%
Lane's ⅌ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz., $7 50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B .....per doz., $6.00

Files—
DOMESTIC—
American..... ...70&10@75%
Arcade..... ..... 70%
Derby..... .....75& 10%
Disston's.....75%
Disston's superfine.....80%
Economy.....75& 10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor..... .....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $3.50 No. 3, $1.50 No. 4, $1.00 ⅌ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....77&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure. ....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
⅌ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
⅌ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ⅌ 1000 ft..$2.60
Common Cotton Fuse, ⅌ 1000 ft.$2.90
Single Taped Fuse....⅌ 1000 ft.$3.50
Double Taped Fuse...⅌ 1000 ft.$4.70
Triple Taped Fuse....⅌ 1000 ft.$5.70
White Gutta Percha Fuse, ⅌ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....⅌ doz. $2.50
In lots of 3 doz.....⅌ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard .....35&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch .....35&10%
Copeland Champion Bit ⅌ dos $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ⅌ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $1.50
Assorted 2 and 3.....⅌ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....⅌ gr. $3.00
Assorted 2 and 3.....⅌ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....⅌ doz. $9.00
Edgar's Nutmeg..⅌ gro. $10.50..10¢
Enterprise.....25@30%
Rotary Nutmeg.....⅌ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....⅌ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....60&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75 ....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb....⅌ lb 40c } 3 to 5 lb.....⅌ lb 36c } 80@80&5%
Over 5 lb.....⅌ lb 30c }
Heavy Weights .....80@80&10%
Wilkinson's Smiths....9½c@10c ⅌ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

Digitized by Google

Drawer Handles.....%0%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@65%
Japanned, with Nuts.....$1.65
Japanned, with Plate.....$1.10
Japanned, without Plate.....55c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....⅌ gr. $2.25@2.50
Auger, large.....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛.....40%
Auger, Swan's, Pat. ⅌ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....⅌ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut.....50%
File, assorted.....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2 ⅌%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $13.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Hidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60&5%
New Model.....40&5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $13.00; No. 1 Special, $13.00, ⅌ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns'Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz.....40&10%
Wrought.....85&10&5@90c
Wrought, Stanley.....35&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$8.00
Wadsworth's.....40&10@40&7½&5

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate, Rolled Raised } 70&10%
Plate Hinges "Providence" 6 to 12 in. ⅌ D, 5c. 14 to 36 in. ⅌ D, 4c.
Screw Hook and Strap. { 6 to 12 in., ⅌ D..2½c; 14 to 20 in., ⅌ D..3½c; 22 to 36 in., ⅌ D..2½c

STRAP AND T HINGES—
Light Strap Hinges.....70&10&10%
Heavy Strap Hinges.....75&5&10%
Light T Hinges.....65&10%
Heavy T Hinges.....70&10%
Extra Heavy T Hinges.....70&10%
Long Chest Hinges.....55&10%
Hinge Hasps.....55&10%
Crate Hasps.....55&10%
Crate Hinges.....70&10&10%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....80%
Champion.....60%
Keil's American.....80%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ⅌ gro.....$7.50
New Idea, No. 2, ⅌ gro.....$13.00
Rex.....⅌ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....80&5%
American.....80%
Columbia, No. 14.....⅌ gro. $8.00
Columbia, No. 18.....⅌ gro. $24.00
Crown.....80%
Gem.....33⅓%
Knoxall.....⅌ gro. $6.00
Oxford.....80%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...⅌ doz $7.50.....60@60&10%
N. E. Reversible.....⅌ doz $5.60 60@60&10%
N. Y. State..⅌ doz $4.20..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ⅌ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....60&10%
Mortise Gravity.....50%
Nos. 1, 2, 5.....80&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 2, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&5%
Buffalo Gravity Locking, Nos. 1, 2 and 5.....80&10%
Champion Gravity Locking, No. 75.....80&10&10%
1868, Old Pat'n, Nos. 1, 2 and 5, 80&5%
Tip Pattern, Nos. 1, 2 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 108.....80%
Niagara Gravity Locking, Nos. 1, 2 and 5.....80&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 000, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....80&10&5%
Stenger's Positive Locking.....75%
W. H. Co.'s No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.80.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ⅌ doz. $3.50 net
Crescent Cultivator, 7 in. ⅌ doz. $3.75 net
Crescent Double-Bit ⅌ doz. $3.75 net
Crucible Cut-Easy..⅌ doz. $4.50 net
Cotton.....80&7½&5
Dunlap's Boys', Ladies', Toy.....80%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&20%
Magic.....⅌ doz $4.80
Mattock Hoe.....⅌ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....⅌ doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....20@20%

Hog Rings and Ringers—
Hill's:
Rings.....⅌ gr. boxes..$3.00@3.25
Ringers.....⅌ doz. 50@55c
Kohlers, Horse Nail, Ringers, ⅌ gro. $9.00
Perfect Rings.....⅌ gro. $7.00@7.50
Perfect Ringers.....⅌ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....63⅓@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&50&10%
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ⅌ doz. $5.50; Medium ⅌ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....⅌ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....80%
Hammock Hooks, E. C. Stearns, ⅌ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....80&10%
Crescent, Coat and Hat.....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	25c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c.....net
Ausable.....26c 26c 26c 24c 22c. 40&10&10&5%
Anchor.....22c 21c 20c 19c 18c.....40%
C. B. K.....25c 20c 22c 21c. 21c 40%
Capewell...19c 19c 17c 16c 15c..10&5%
Champlain..25c 25c 22c 24c 22c 40&5&5%
Clinton Fin.19c 17c 16c 15c 14c. 20&10&5%
Essex.....24c 24c 22c 24c 22c. 40&10@50%
Lyra, all sizes.....9½c., net
Maud S.....25c 20c 22c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n.25c 22c 22c 21c 20c. 25@25&5%
Putnam....22c 21c 20c 19c 18c..35⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....22c 21c 20c 19c 18c.....35%

Horse Shoes—

HORSE—
Brydan's, Perkins', Phoenix and Burden's, from jobb's..$3.15@$3.25
Brydan Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd. ⅌ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.00
Perkins Improved Snow.....⅌ lb 4c
W. & B. Rubber Pad....⅌ set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00 } 25@30%
Ice Crusher, No. 3, ⅌ doz. $3.00 }
Ice Crusher, No. 2, ⅌ doz. $6.00 } 40@40%
Ice Crusher, No. 1, ⅌ doz. $20.00 }
Ice Tools.....⅌ doz. $4.00 } 25@30%
Sargent's Ice Awls.....50%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 32, ⅌ doz. $6.00.... 25@30%
No. 34.....⅌ doz. $15.00.25@25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—.
Ames':
Bread Knives, ⅌ doz. $1.80...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....1%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr.....$1.25@$1.50
Carriage, Jap.....⅌ gro. 80c, 60&10%
Door Knobs, Hemacite.....80&10%
Door Mineral.....⅌ doz. 60@65c
Door Por. Jap'd.....⅌ doz. 65@70c
Door Por. Nickel...⅌ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '95. 40%

Digitized by Google

Latches—

Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—

Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$4.00	$6.25	$6.50 each net

Pennsylvania....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.
$15.0	$17.00	$19.00	$21.00 each.60%

Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—

Enterprise....35&30%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

	No. 1,	No. 2,	No. 3,
₩ doz.	$12.00	$15.00	$24.00..35%

Leaders—

Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ ℔ 6¾c
" " cut lengths ...₩ ℔ 7¼c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 37½c
Sheet Lead, full rolls....₩ ℔ 7¾c
" " cut rolls....₩ ℔ 8¼c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $3.50; 2, $2.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.35@$3.50
Porc. Lined, Wood....₩ doz. $6.00 80&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....60@60&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Yale....net prices

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&35%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices

TRUNK—

Corbin's....25%
Eagle....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—

Cronk's Garden....33⅓%
Regular Goods....60&10

Meat Cutters—

American....30%

Nos....	1	2	3	4	B	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's....₩ doz 33⅓%

Nos....	1	2	3	4
	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos....	5	10	12	20	22	33
Each...	$2	$3	$2.50	$5	$4	$6

Hales Pattern ₩ doz....70@70&5%

Nos....	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $26....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$93

Miles' Challenge ₩ doz....45@45&10%

Nos....	1	2	3
	$23	$30	$40

Woodruff's ₩ doz....33⅓%

Nos....	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—

Enterprise....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1896....85@85&5%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head. Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list..40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze....10%
China....35%
Fire Gilt....10%
Plain....40%

Nail Pullers—

Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 30%
National....₩ doz. $34.00, 40%
Pelican....₩ doz $9.00, 40@40&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—

Buck Bros....37½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled....₩ gro. $10.00
Hunters' Cup Point, Plain....₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—

Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $30.00 20%
Turner & Seymour Mfg. Co....60%

Nuts—

Cold Punched, Square, off list. $5.20
Hex, off list....$5.30
Hot Pressed, Square, off list..$5.50
Hex, off list....$5.75

Oilers—

Brass and Copper....50&10%
Cushman & Denison's:
Gem....₩ doz. .50
Leader....₩ doz. .60
Perfect Oilers....₩ doz. $1.50
Star Pocket Oilers....₩ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable. Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1⅝ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓&.
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ ℔.... .24
" 2x2x½, extra selected.. .40
Discount 33⅓&.

Packing, Steam—

RUBBER—

Boston Belting Co.:
" Boston"....60&5%
" Excelsior" Self-Vulcanizing, Pure per ℔ 70c....30&5%
Extra....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing....9c@10c ₩ ℔
Cotton Packing....13c@14c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5¼c@5½c ₩ ℔
Russian Packing...12½c@13½c ₩ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1896....each 16.00
Family Bay State....₩ doz 12.00
Improved Bay State.₩ ds..$27@30.00
Little Star....₩ doz 4.00
New Lightning....₩ doz 5.50
Penn....₩ doz 3.75
Perfection....₩ doz 4.00
Reading, 72....₩ doz 4.00
Reading, 78....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style....₩ doz 4.50
Turntable, 1898....₩ doz 5.00
White Mountain....₩ doz 4.00

POTATO—

Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2.12@4.38
Lumber....₩ gro. 6.37
Mascot, Hexagon....₩ gro. 2.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....60&10%
Molding....40&10%

IRON PLANES—

Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous ...35&10@35&10&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....35&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....30&5@35%

Pliers and Nippers—

Button's....70%
Carew's Pat. Wire Cutters....35%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $12.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $12.00 80&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6c dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....35&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....35&10&10%
Wood's Extension Sight....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's....35%

Polish, Metal—

Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—

Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 } 12½
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ₩ doz. $34.00....35%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25....₩ doz. $10.00
Invincible, No. 6....₩ doz. $ 9.00
Pioneer, No. 714....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $30.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Henry's Pruning Shears ₩ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₩ doz. $3 50
American, No. 33.....₩ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₩ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....7&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 226, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 647, Knapsack Spray Pump.....$10.00
Discount 55% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	⅛	¼	⅜
Barn Door, Light, In.			
Per 100 feet.....	$1.40	1.65	2.00

Barn Door, "None Better" No. 1, ₩ foot.....2¾c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$1.60	2.00	2.50

Carrier Steel Rail, ₩ foot.....4¼c
Cronk's:
O. N. T. Style.....₩ foot, 2 c
Competition.....₩ foot, 3¼c
Double Braced.....₩ foot, 2¾c
Lanes' O. N.T.....₩ 100 ft. $3.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₩ ft. 6¼c
Sliding Door, Iron, Painted....₩ ft 3c
Sliding Door, Wr't Brass, 1¼ n. ₩ lb, 35c.....30&10%
Terry's Steel Rail, ₩ foot.....3¼c
Victor Track Rail, 7c ₩ foot. 60&10&2½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.35
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₩ doz. $4.00
Boss, Garden, 14 teeth, net ₩ doz. $2.60
Boss, Garden, 18 teeth, net ₩ doz. $2.75
Canton Lawn Rake...₩ doz. $3.50
Crown Lawn, No. 1....₩ doz. $3.50
Hustler, No. 0.....₩ doz. $3.30
Lawn Rake.....₩ doz. $4.75
Kohler's:
Lawn Queen, net ₩ doz. $3.25@$3.15
Lawn Queen, Impr'd, net ₩ doz. $3.35@$3.50
Jumbo.....net ₩ doz. $7.00@$9.00
Paragon....net ₩ doz. $3.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plate 1.....40%
Electro-plated.....40%
Nickel plated.....50%
White Porcelain.....80%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40@40&10%
Hose with Burrs.....40@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk 70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or copered..... .....70%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope

Cotton Rope, Best,		
¼ in. and larger.....	₩ lb	13 @14c
Medium, ¼ in. and larger.....	₩ lb	10 @12c
Common, ¼ in. and larger.....	₩ lb	8½@10c
Jute Rope.....	₩ lb	5½@ 6c
Manila:		
7-16 in. and larger..	₩ lb	.....9¾c
⅜ in.....	₩ lb	.....10¼c
¼ and 5-16 in.....	₩ lb	.....10¾c
Hay Rope, Med.....	₩ lb	.....9¾c
Sisal:		
7-16 in. and larger....	₩ lb	.....8¾c
⅜ in.....	₩ lb	.....9¼c
¼ and 5-16 in.....	₩ lb	.....9¾c
Med. L'th Y'rn.....	₩ lb	.....8¼c
Hay Rope.....	₩ lb	.....8¾c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₩ lb 4½c
Chinese Sad.....8½c
Crown, Polished.....₩ doz. $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ lb 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz$33.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ lb 8½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₩ lb 16@18c
Cable Laid Russia....₩ lb 13½c@14c
Common India.....₩ lb 8½c@9c
Common Russia Sash.₩ lb 12½c@13c
Patent India.....₩ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ lb 30c
"Samson" Braided Drab, Cotton.....₩ lb 35c
"Samson" Braided Italian Hemp.....₩ lb 33c
"Samson" Braided Linen, ₩ lb 56c
Silver Lake:
A Quality, Drab.....₩ lb 40c. 15@15&7½%
A Quality, White.....₩ lb 35c. 15@15&7½%
B Quality, Drab, ₩ lb 35c..... 15@15&7½%
B Quality, White ₩ lb 30c..... 15@15&7½%
United States:
B Quality.....₩ lb, 18c
C Quality.....₩ lb, 16½c
White Cotton, Hard Braided. ₩ lb.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....70%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob.....65%
Wrought Bronze and Brass..62½%
Cast Iron.....66⅔&5%
Cast Bronze and Brass.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—
Small lots.....₩ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide.....60%
Band ¼ in. to 1¾ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood saw Blades.....40%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....25%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher..... 25%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McFarlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....60&10@50%
Star, Saws and Blades.....25%

Saw Fi er—
Disston s 198 Clamp and Guide $3.00 ₩ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished... ₩ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₩ gro. .$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&10%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&10%
Richardson's 25%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@ $18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain....$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2...50&10@50&10&5%
Scale Beams, List Jan. 12, '93.50&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&5&10%
Box, 1 Handle.....₩ doz., $3.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₩ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₩ doz. $6.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....50%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40.....60@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....80&10%
Brass, Round Head.....75&10%
Bronze, Flat Head.....75&10%
Bronze, Round Head.....75%
Coppered, Flat Head.....80%
Coppered, Round Head.....75%
Drive Screws, Diamond Point...85%
Iron, Bright Flat Head.....85%
Iron, Br't R'd & Oval Head.....83⅓%
Nickel Plated, Iron Flat Head....80%
Nickel Plated, Iron R'd Head....80%
Silver Plated, Iron Flat Head....80%
Silver Plated, Iron R'd Head....80%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895. 80&10&5%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....80&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W...40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....20&10%
Grass.....50&10%
Scythe Snaths.....50&10@60&10&5%

Seeders—

Raisin, Enterprise.....2@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$3.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1882.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1898. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade. No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2d Grade
Plain Back...	$9.30	$8.40
Strap Back....	8.70	7.80
Cleveland Pat'n	9.00	8.10
	C3, 3d Grade	D4, 4th Grade
Plain Back...	$7.50	$6.90
Strap Back....	6.90	6.30
Cleveland Pat.n	7.20	6.60

All other sizes add 30c doz. Black deduct 30c doz.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 28x8, 30x9.55a
Kraut Cutters, 36x12, 40x 2.....40%
Enterprise.....2@40%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@80%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher.....50%
Table.....50%
Kitchen.....5%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&15%
Carpet Tacks:
American, Blued....90&20@90&25%
American, Tinned...90&20@90&25%
Swedes Iron Tacks:
S. S.....90&30@90&35%
Bill Posters' and Railroad Tacks:
S. S.....90&40@90&50%
Common and Patent Brads..75&10%
Finishing Nails.....80@80&5%
Gimp Tacks:
S. S.....90&35@90&40%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S.....90&30%
Trunk and Clout Nails:
Steel, Black.....80&30&10%
Steel, Tinned.....80@80&10%
Upholsterers' Tacks:
S S.....90&30@90&40%

MISCELLANEOUS—
Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Dble. Point.....90&5@90&10%
Miniature Keg Tacks.....66⅔&33⅓%
Parisian Gilt Nails, carton.....40%
Plymouth Rock Tacks....66⅔&33⅓%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 30, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.96

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....35%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 423, ₩ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.20
Floor Hooks, ¾ in. ₩ doz. ... .65
Floor Pulley, Wood Sheave, Fig. 488, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .50
Hanging Hooks for Single Steel Track, ₩ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .5
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.00

Digitized by Google

Malleable Rafter Brackets, ₩ doz. .35
Nellis Fork, each. $1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car. $2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track. $2.25
Rope Hitch, ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft. .09
Sprouts Shear Fork, each. $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1.50
Sure Grip Sling Car., Steel or Wood Track. $6.00
Walker Fork, each. $1.15
Wrought Rafter Brackets, ₩ doz. .45

Transom Lifters—

Ajax. 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent. 70@7(&10%
Dicksons. 60%
Nickel Plated. 50&10%
Payson's Solid Grip, Nos. 303 and 304. ₩ 100, $13.00
Shaw's:
Copper Finished. 80&10%
Lever. 70@70&10%

Traps—

GAME—

Blake's Patent. 60@60&10%
Enterprise Mole. 15%
Newhouse. 5(@50&10%
Oneida Pattern. 75&5@75&10%

MOUSE AND RAT—

Erie Rat. 40@40&10%
Hotchkiss:
Metallic Mouse, ₩ doz. 65c
Improved Rat. ₩ gross, $12.50
New Rat. ₩ gross, $12.50
Mouse, Bonanza. ₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ d z $2.50, 15%
Mouse, Delusion. 40%
Mouse, Ideal. ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. $6.50
Yankee Rat Trap, ₩ doz. $11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole. ₩ gro., $4.00
Snap Shot, 4-Hole. ₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35. ₩ gr. $13.50
Electric Rod. ₩ gr. $16.50
Globe. ₩ doz., $1.35; ₩ gr. $13.50
Harper. ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick. 30%
Disston's:
Brick and Pointing. 30%
Plastering. 25%
"Standard Brand" and Garden. 40%
C. E. Jennings & Co.:
Brick. 30%
Plastering. 25%
Pointing. 30%
Wm. Johnson's:
Brick. 40%
Plastering. 40%
Pointing. 40%
W. & McP. Plastering. 25@25&10%
Peace's Plastering. 25@25&5%
Richardson. 25@25&10%
"Rose" Brick Plastering and Moulders. 30@30& 10%
Sargent's Garden, No. 1. 70%
Sargent's Garden, No. 15. 50%

Vegetable Slicers—

Enterprise Mfg. Co. 35%

Vises—

Solid Box. 60&10
V. W. & W. 60%

PARALLEL—

Armstrong's:
Combination. 50%
Plain and Hinge. 60%
Athol, Oval Slide. 60&10%
Bonney's Champion. 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's. 40@40&10%
Howard's. 40&10%
Little Giant Bench. 25&10&5%
Lowell Hand. 33⅓%
Millers Falls, Mechanics'. net@10%
Millers Falls:
Oval Slide. 50&10@50&10&10%
Ball Clamp. 45@45&10%
Gravity. 10% net
Hand. 15@15&10%
Moore's. 20%
Parker's. 20@25%
Oval Slide. 50&10%
Victor. 30%
Prentiss. 20@25%
Sargents. 70&10%
Simpson's Adjustable. 40%
Stephens'. 25@30%
Trenton. 40&5@40&10%
V. W. & W. Parallel. 40&10%
Coach Makers. 4 &10%
Oval Slide. 50&10%

SAW FILERS—

Bonney's Nos. 2 & $15.00. 50&10%
Cincinnati. 50%
Stearn's Com., No. 0, 1, 2, and 3. 50%
Stearn's Rubber Jaw, Nos. 10 and 33. 33⅓%
Wentworth's. 40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No. 1 High Pressure Hot Air Vulcanizers. ₩ 8.00
No. 2 High Pressure Hot Water Vulcanizers. 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel. 45&2%
Lane's Steel. 30%

Washer Cutters—

Otis A. Smith's. 30&10&10%

Weed Extractors—

"Pastime". ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co. 40%
Clayton's. 25&10%

Window Stop Adjusters—

Ives' New List. 40%
Taplin's "Perfection". 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire. net@5%
Bright Wire Goods, New list. 40&10@50&10%
Cast Steel Wire. 50%
Copper Wire. net
Malin's Annealed and Tinned on Spools. 60&10%
Malin's Brass and Copper on Spools. 50%
Market Wire: Brt. & Ann., Nos. 0 to 18; Cop'd, Nos. 0 to 18; Galv., Nos. 0 to 18; Tin'd, Tinned list Nos. 0 to 18 — Omaha
Picture Wire. New list 85&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ℔. 60@70c
Stub's Steel Wire. $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting. 80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft. $1.75@$2.00

Wire Rope—

List.
Cast-steel. 7½&2½&2% cash
Iron. 7½&2½&2% cash
Iron, Galvanized. 7½&2½&2% cash

Wire Rope Clips—

Crosby. 35%

Wire Stretchers—

W. C. Heller's Grip. ₩ doz. $1.50

Wrenches—

Agricultural. 75&5@75&10%
Aiken's Pocket (Bright). $2.00@3.20
Alligator. 70%
Baxter's. 65&10@70%
Bemis & Call's:
Brigg's Pattern. 30&10%
No. 2 Cylinder or Gas Pipe. 55%
No. 3 Pipe, Bright. 50%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's. 30@33⅓%
Coes':
Genuine. 40&10&5&5&5%
"Mechanics'". 40&10&10 &5&5&5%
Donohue's Engineer. 40&10
Eagle Pipe. 50&10%
Stillson Pipe. 45%
Taylor Pipe and Nut. 40%
Trimo Combination. 40%
Trimo Pipe. 50&10%
Acme. 60@60&5%
Bull Dog. 60&10%
Hercules. 70&10@75%
J. H. Williams & Co. 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894. 25
National Wringer & Mfg. Co., list Jan. 1, 1895. 25
Peerless Mfg. Co., list Feb., 1893. 25
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels. ₩ gallon. 40c
Linseed, City, Boiled, in barrels ₩ gallon. 42c
Out of Town on Spot. ₩ gal. 40c
Calcutta, Raw, in bbls. ₩ gal. 54c
Lard, Prime City. ₩ gal. 47@48c
Extra, No. 1. 36@38c
No. 1. 33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔. 5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net. 6¼
In lots of 500 pounds and over, ₩ ℔. 5½@5¾c
White Lead, Foreign, in Oil, ₩ ℔ 8½@9c
Litharge, Kegs, ₩ ℔. 5½@6c
Zinc, American, Dry, ₩ ℔. 4½@5c

Putty—

In bbls. and half bbls. 1¾@1¾
Putty in Bladders. 1¾@2
Putty in Tins. 1¾@2

Spirits Turpentine—

In regular bbls. @44½c
In machine bbls. 45 @—c

Dry Colors—

Blue, Chinese. ₩ ℔ 30 @35
Blue, Prussian. ₩ ℔ 29 @32
Blue, Ultramarine. ₩ ℔ 6 @20
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered. ₩ ℔ 3 @7 c
Umber, Turkey, burnt. ₩ ℔ 2½@3½c
Umber, Turkey, raw. ₩ ℔ 2½@3½c
Green, Chrome, Ordinary. ₩ ℔ 4 @11
Green, Paris, in bulk, ₩ ℔ 15@1
Indian Red, American. ₩ ℔ 2½@ 3 c
Indian Red, English. ₩ ℔ 4½@5½

Colors in Oil—

Black Lampblack, Best. ₩ ℔ 13 @15 c
Black Lampblack, common. ₩ ℔ 7 @ 10 c
Blue, Chinese. ₩ ℔ 35 @40 c
Blue, Prussian. ₩ ℔ 25 @35 c
Blue, Ultramarine. ₩ ℔ 16 @20 c
Sienna, bur't. ₩ ℔ 14 @15 c
Sienna, raw. ₩ ℔ 14 @15 c
Umber, burnt. ₩ ℔ 12 @16 c
Umber raw. ₩ ℔ 12 @16 c
Brown, Vandyke. ₩ 12 @15 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

The Brownfield Buyer's System

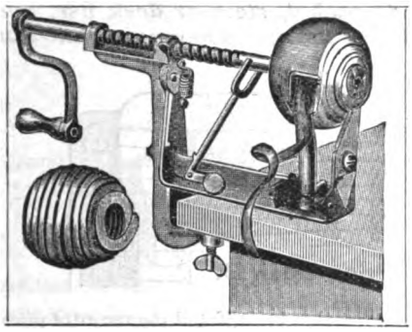
Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

APPLE PARERS.

SINCE 1864 the making of apple parers has been an important feature of our business, and, as we are constantly looking for improvements, and making use of them too, our present line, which consists of nine different machines, although not all new, may be said to be the culmination of thirty-five years of practical experience.



The illustration here given represents the WHITE MOUNTAIN PARER, COREER and SLICER. It has been imitated (not once or twice), but never equalled, and is to-day the most durable, substantial and satisfactory low priced Parer, Corer and Slicer for family use; and, we may also say, the one most widely known and used.

We have made it a point to supply every need in the line of apple parers for homes, hotels, restaurants, bakeries and evaporating factories.

Our new machine, THE TURN TABLE "'98" (it pares and knocks off the apple) is meeting with wonderful favor. We verily believe it has more good points to the square inch than any other parer we ever saw. If you haven't seen it, you should. Most jobbers are selling our parers. Catalogue free. . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Root's Cobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.

The ROOT BROS. CO., Plymouth, O.

One of the Best Mediums Known.

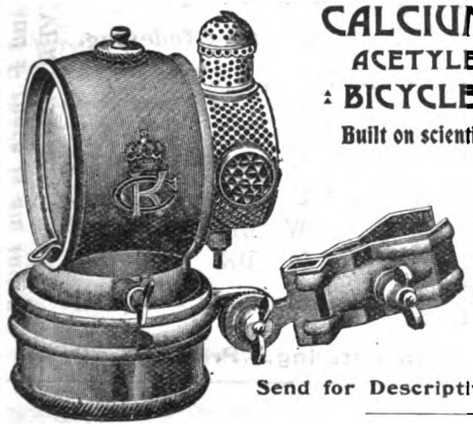
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

AMERICAN RAILWAY SUPPLY COMPANY.
MANUFACTURERS
BAGGAGE HOTEL & TIME CHECKS METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE NEW YORK.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

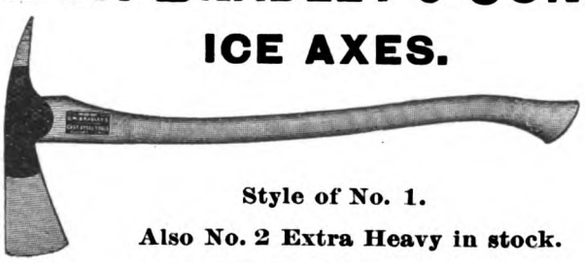


CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP
Built on scientific principles.
NO SMOKE.
CANNOT JAR OUT OR BLOW OUT.
CHARGED AND RECHARGED QUICKLY.
Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.

G. W. BRADLEY'S SONS,

ICE AXES.



Style of No. 1.
Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,
94 Chambers St., NEW YORK.

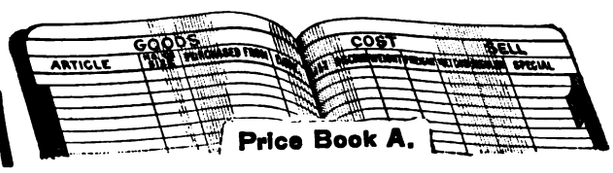
Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



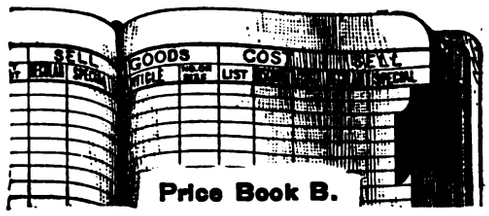
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75

B



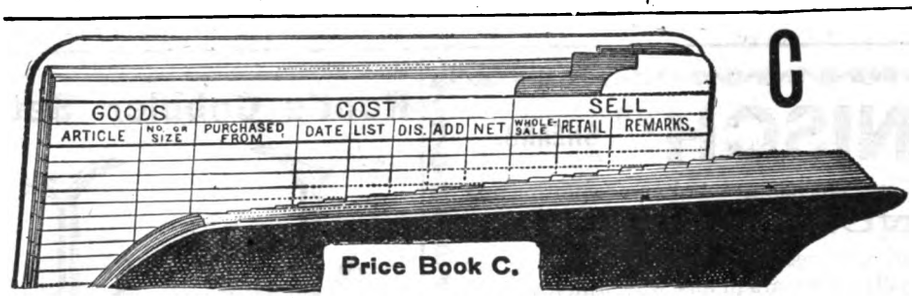
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¼ inches.***

FOUR EDITIONS:

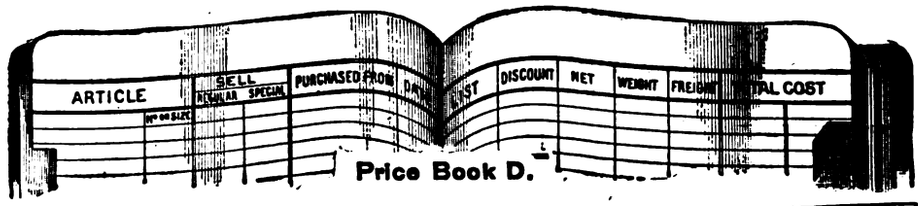
C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
C 2, 400 pages,	1.50
C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages,	$2.00
D F, 200 pages with flap,	2.50
D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50

D



Price Book D.

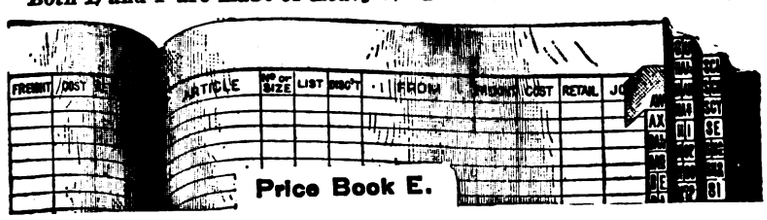
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to AU	For Chisels,	turn to CHI	For Iron,	turn to IRO
" Parers, Apple	" PAP	" Cutlery,	" CUT	" Irons,	" IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

E



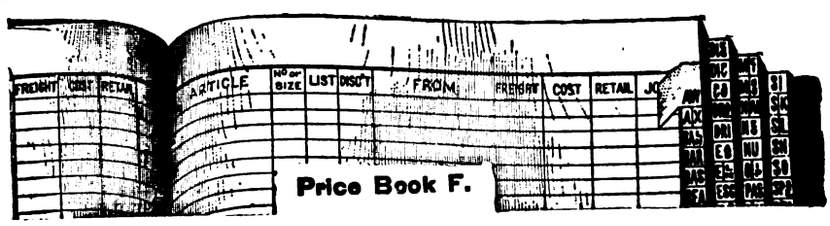
Price Book E.

AD GU SCI
AN HAM SCR
AU HAN SCY
AW HAT SE
AX HI SHE

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.

F



Price Book F.

AD DIE MF SI
AN DIP MO SK
AU DO NAI SL
AW DRA NE SN
AX DRI NU SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books B and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St., New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.
Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.
John H. Graham & Co., New York.
F. E. Kohler & Co , Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading. Pa.

Arms and Ammunition.
Cycloid Cycle Co., Grand Rap'ds, Mich.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Lafin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.
The Audit Co., New York N. Y.

Augers.
Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.
Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Geo. W. Nock, Philadelphia.
Plume & Atwood Mfg. Co., New York.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas. J. Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Openers.
Smith & Hemenway Co., New York, N. Y.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Bronze Powders.
J. Marsching & Co., New York.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.
Fox Cutlery Co., Hoboken, N. J.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.: New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.
Burr-Fesler Co., Batavia, Ill.

Coal Screens.
Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago

Countersinks.
H. H. Mayhew Co., Shelburne Falls, Mass.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Fox Cutlery Co., Dubuque, Iowa.
Goodell Co., Antrim, N. H.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bards'ey, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enameled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
L. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co. Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co., New York.

Filters.

J. H. Seed, New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N. Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N. Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Browne & Mansfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters.

Plume & Atwood Mfg. Co., New York.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co Buffalo N. Y.
Kimball Bros., Council Bluffs Ia.
Storm Mfg. Co., Newark, N. J.

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Keys.

Geo. W. Nock, Philadelphia.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York.

Lamp Stoves.

Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Geo. W. Nock, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
A. E. Hutchinson, Newark, N. J.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Alder & Boyd, New York.
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany N. Y.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York. Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester,

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

Alder & Boyd, New York.
The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Boston & Lockport Block Co., Boston and Lockport, N. Y.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Sand Paper

Bacder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago. Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
A. E. Hutchinson, Newark N. J.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co, Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheaves.

Boston & Lockport Block Co., Boston and Lockport, N. Y.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co. Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welsh & Co., Boston.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.
Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.

Tacks.
Salem Nail Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
Williamson W.N. Co., Newark, NJ.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
Standard Tool Co., Cleve'and, O.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Boston & Lockport Block Co., Boston and Lockport, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg Co., New York and Chicago.

Woodenware.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E Myers & Bro., Ashland, Ohio.
J. H. Seed, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.
AND EVERY KIND OF
IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street. NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
American Railway Supply Co....79
American Ring Co.....11
American Shearer Mfg. Co.....68
Ames Sword Co..... 11
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co.....88
Atlas Mfg. Co..... 1
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley, Jos.....68
Barnes (Wallace) Co 65
Barnett (G. & H.) Co.....88
Barrett, W. L..... 1
Berger Bros Co..... 14
Berger Bros. Co.....70
Berger, L. D..... 4
Bicycle Step Ladder Co..... 6
Bigelow, J. F.....11
Boardman (Luther) & Son.....63
Bommer Bros.....88
Brainerd-Tanner Co..... 2
Brass Goods Mfg. Co.....70
Browne & Mansfield.....65
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr-Fesler Co..... 8
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....79
Capewell Horse Nail Co.....88
Cary Mfg. Co.....70
Chadborn & Coldwell Mfg. Co.... 8
Champion Safety Lock Co.....93
Champion Steel Range Co.....18
Chatillon (John) & Sons..... 4
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....88
Clinton Wire Cloth Co.....87
Clipper Lawn Mower Co.....17
Coates Clipper Mfg. Co.....10
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co..... 6
Contractors' Plant Mfg. Co.....63
Cooney, Seiner & Co.....13
Covert Mfg Co.....11
Cronk Hanger Co.....16
Cushman & Denison.....59
Cycloid Cycle Co.....67

D

Darby (Edward) & Sons 67
Dickinson, Thos. L.....68
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....67
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co.....79
Edgar Mfg. Co. 8
Edwards Sad Iron Co.....18
Ellis & Helfenberger.....68
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 68

F

Field (Alfred) & Co..... 6
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....79
Fox Cutlery Co.....10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 67
Glidden Varnish Co.. ... .68
Goodell Co.....79
Gould Packing Co..... 67
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....68
Hardware Publishing Co.....80
Harrington & Richardson Arms Co..... 8
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....79
Heller (W. C.) & Co..... 5
Hickey (M. H.) & Son.....67
Hill Dryer Co..... 17
Hill (N. N.) Brass Co..... 70
Holmes & Edwards Silver Co..... 6
Holroyd & Co..... 7
Howard Iron Works.....88

I

Iowa Farming Tool Co.....63
Ives (H. B.) & Co.....15

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2
Johnson's (Iver) Arms & Cycle Works.....59

K

Kearney & Foot Co.....68
Keuffel & Esser Co..... 3
Kilbourne & Jacobs Mfg. Co.....60
Kimball Bros.....14
Kohler (F. E.) & Co.....15

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....57
Lancaster Machine & Knife W'ks,10
Lane Brothers Co..... 2
Leonhardt & Co.....14
Litchfield J. M.....17

M

Magnolia Metal Co..... 1
Magnolia Metal Co.....61
Mann Wm. H..... 69
Marching (J.) & Co..... 5
Martin, James F.....68
Mast (J. M.) Mfg Co..... 9
Mayhew (H. H.) Co.....60
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S.....65
Morrill, Charles 13
Mugford, A.....67
Myers (F. E.) & Bro.....17

N

National Enameling & Stamping Co 9
National Saw Co.....10
N. J. Car Spring & Rubber Co....15
New Jersey Wire Cloth Co.....85
New York Stamping Co..... 4
Newton Wm. M..... 2
Niles Mfg. Co 2
Nock, Geo. W.....68
North Bros. Mfg. Co.....13

P

Parry Mfg. Co..... 4
Pastime Lawn Mower Co..... 9
Payson Mfg. Co..... 2
Peck (Fred W.) & Co..... 87
Pennsylvania Wire Works.....87
Philadelphia Commercial Museum.....15
Pike Mfg. Co.....65
Plume & Atwood Mfg. Co.....65
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Remington Arms Co..... 7
Rodgers (Joseph) & Sons 6
Rogers (Wm.) Mfg. Co..... 6
Rolfe, I.....14
Root Bros. Co.....68
Root Bros. Co.....79

S

Salem Nail Co.....67
Samson Cordage Works..... 1
Sargent & Co..... 65
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Silver Mfg. Co..... 2
Smith E. G.....68
Smith & Egge Mfg. Co,.....18
Sommer's (John) Son.....68
Standard Co.....70
Standard Tool Co..... 1
Stanley Rule & Level Co.....60
Stanley Works..... 1
Stebbins (Chas. J.) & Co..... 3
Stevens (J.) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 68
Stimpson (Edwin B.) & Son.....88
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....67
Sudlow, John W.....11

T

Tie Co..... 1
Tower & Lyon.....12
Townsend, C. C. & E. P.....68
Troy Nickel Works.....78
Tuck Mfg. Co.....88

U

Underhill, Clinch & Co.....79
Underhill, Clinch & Co.....88
Union Hardware Co.....12
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....88
Voigt, Starr & Co..... 6

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....65
Welch (T. F.) Mfg. Co 87
Wells, Heber.....10
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..67

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



HARD-STEEL-WIRE

Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH *Galvanized, Tinned and Black, ... Brass, Copper and Rust Proof.*

WIRE *Annealed, Bright Tinned and Galvanized, ... also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MF'G. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage 'Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



PENNSYLVANIA WIRE WORKS.



EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

We R the People for

ADJUSTABLE WINDOW AND SCREEN DOORS,

Galvanized Poultry Netting,
Window Screen Wire Cloth,

Electro Rustless Wire Cloth,
Electro Bronze Wire Cloth.

SEND FOR CATALOGUES AND WE WILL QUOTE PRICES.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

TRADE MARK.



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS

BRASS SCREWS NUTS AND FITTINGS FOR ELECTRICAL PURPOSES IN STOCK. SPECIAL WORK TO ORDER.



T. F. WELCH & Co. BOSTON Mass.

Digitized by Google

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.



Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
DERBY and BALL'S Snaths, No. 45, 75, 100.

Edwin B. Stimpson & Son's
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
. . . SEND FOR CATALOGUE.
Mention "HARDWARE" . . .

TUCK MFG. CO., Brockton, Mass.
Springs, Tools & Cutlery.



Send for Tool Catalogue.
Tempered Springs of all kinds.

Howard Iron Works,
BUFFALO, N. Y.
Manufacturers of



BENCH VISES.
Price Lists Sent on Application.

NOTHING LIKE IT.



"PERFECTION" CEDAR.
SUPERIOR TO ALL OTHER CEDAR FAUCETS.
JOHN SOMMER'S SON,
355-365 CENTRAL AVENUE,
NEWARK, N.J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,
Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.
Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the... GENUINE CLEVELAND DRILLS
Wood Bits



Bit Stock Drills
TWIST DRILL CO.,
New York Store, 99 Reade Street.
CLEVELAND, OHIO, U. S. A.

BOMMER
SPRING HINGES
ARE THE BEST
"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N.Y.



GEM
Spring Hinges.

Twenty Years of
SUCCESS.

BALL TIPS, Made in All Finishes.
Sold by Leading Jobbers.

MADE BY
Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

ALL NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 7. New York, July 10, 1899. $1.00 A YEAR

THE NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS.

MAGNOLIA METAL

IN USE BY **All The Leading Governments.**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

Room 524 Board of Trade Bldg., Montreal.

No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Cutting Glass Tubes

SEND FOR ILLUSTRATED CATALOGUE



Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO., Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

Factory Loaded Paper Shot Shells

Any Gauge. Any Wadding or Special Load.

Always Reliable and Accurate.

Smokeless Shells, With Nitro Powders.

Acme Shells, With Dense Nitro Powder.

New Club Shells, With Black Powder.

U.M.C. TRADE MARK.

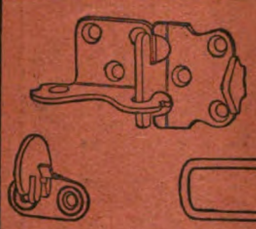
Metallic Ammunition, Wads, Primers, etc.

Price List Furnished Upon Application.

Union Metallic Cartridge Company,

Bridgeport, Conn.

Winners of Handicap 1893-94-95-97-98-99. Agency, 313 Broadway, New York.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

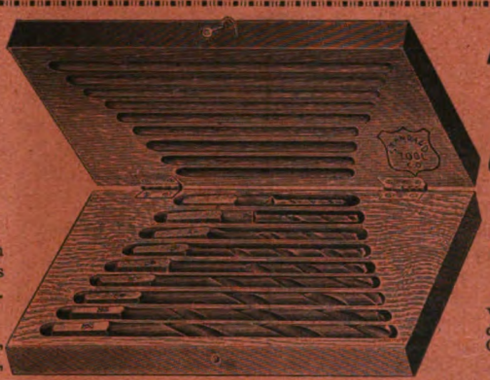
BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

Bit Stock Drills



To drill Steel, iron or other metals as well as wood. . . .

No. 13 Set.

One each—2-32, 3-32, 4-32, 5-32, 6-32, 7-32, 8-32, 10-32, 12-32.

Size of Box, 5 x 7 x 1¼ inches.

New Work frequently requires *New Tools.*

Good Work always requires **Standard Tools**

Write to us or to your dealer for Illustrated Catalog. . . .

Please mention HARDWARE.

94 Reade St., New York. **THE STANDARD TOOL CO.,** CLEVELAND, OHIO, U. S. A.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 35.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for hard wood. The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in hard wood We have combined two principles in one, and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* 101 Reade St. NEW YORK.

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

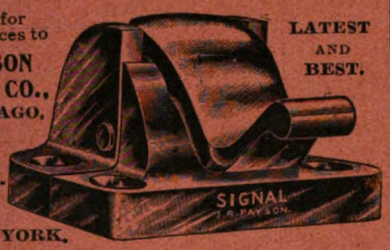
THREE OF THE FINEST CORK SCREWS.



Our 1898 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it,
ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to
PAYSON MFG. CO., CHICAGO,
and
88 Chambers St., NEW YORK.



LATEST AND BEST.

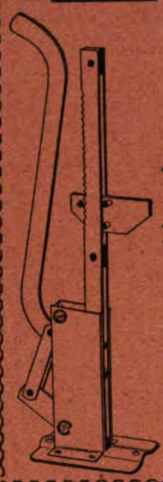
Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,
90 Chambers St., N. Y.
Mfrs. Hardware Specialties,
DICKSON TRANSOM LIFTERS
AND OPENERS.
Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T. Locking Pivot.
Also Agency . . .
W. N. BRUNTONS & SON, Scotland.
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.



NILES PATENT D. A.
SPRING HINGES AND BLANKS.
Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.
NILES MFG. CO.,
18 S. Canal St., CHICAGO.

LANE'S STEEL JACK.



NO WOOD.
NO CAST METAL.
UNBREAKABLE.

Compound Levers.
Finish Black or Galvanized.

No. 0,	to lift	500 lbs.
" 1,	"	900 "
" 2,	"	1800 "
" 3,	"	4000 "

LANE BROS. CO.,
429-461 Prospect St.,
POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar.—
Gets as hard as brick—
MY FACE ON EVERY BAG
PRICES
$1.60 per-doz. 10lb. bags in 2 doz. lots
$1.00 per-doz. 6lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel
ADDRESS WILLIAM M. NEWTON
ALBANY, N.Y.

The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS

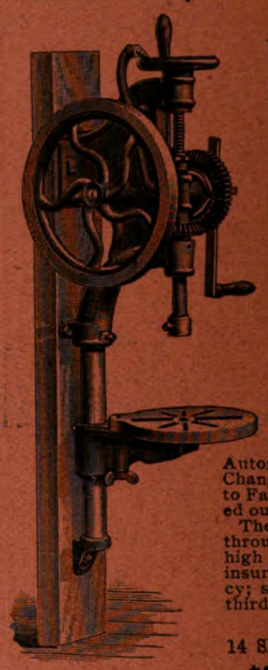


Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

HIGH GRADE
Buffing · Wheels,
Large variety, adapted to every class of work.
Patent Sewed Buffs.
The finest in the world.
We are the largest manufacturer of Buffs in the United States. . .
Write for Catalogue and prices.
DIVINE BROTHERS, UTICA, N. Y.
WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE DRILLS
FOR
BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

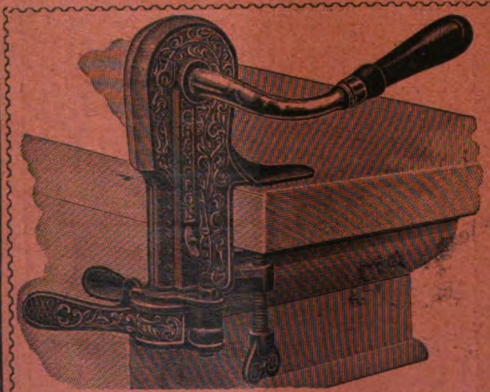


Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.
They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.
$6.00 to $85.00
Special discounts to repairmen.

ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.

EVERY DRILL GUARANTEED.
THE SILVER MFG. CO.
345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

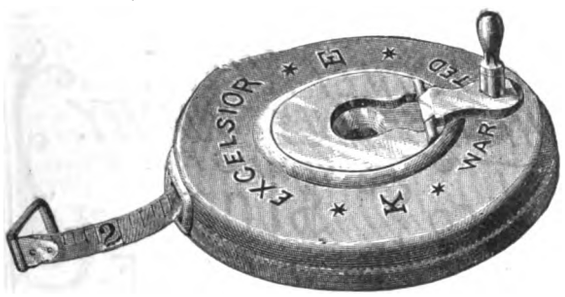
is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY
ARCADE MFG. CO.,
FREEPORT, ILL.

Nickel Plating Outfits.
POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.
THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DUPONT DE NEMOURS & CO.,

Of WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.

STAND'D HEAD

Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

THE ORIGINATORS OF

Hot Forged Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.

LIGHT HEAD

Bissell CYCO-BEARING Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,

LARGEST SWEEPER MAKERS IN THE WORLD.

GRAND RAPIDS, MICH. - AND - NEW YORK.

Digitized by Google

Our Family Case of Toilet Paper

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER Co ALBANY, N.Y.

A. C. AUSTIN ENG. CO. ALBANY N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

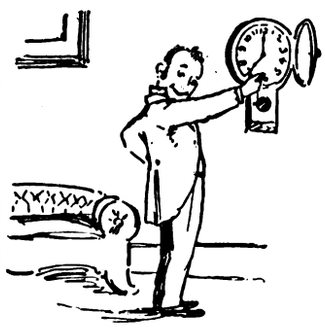
Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



A Start in Time

Very often saves much time and more money. Start to-day and send us your orders for wheels. Our wheels are made from the best of Hickory and are perfect in construction. A guarantee with every wheel.

PARRY MFG. CO.,

INDIANAPOLIS, IND.

KICKER'S

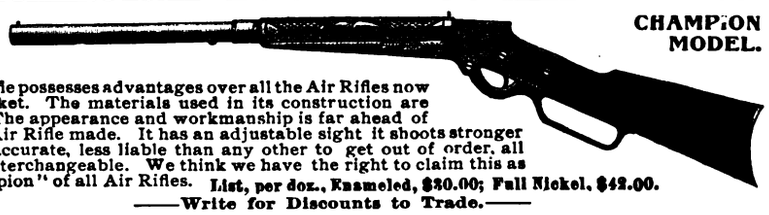
For double planing either wide or narrow guage. If you do much work you cannot afford to be without them. Increase your profits by using up to date tools. I have an interesting price to make any man that wants a set.

L. D. Berger
59 N 2nd St.
Philada Pa

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.

CHAMPION MODEL.



This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

——Write for Discounts to Trade.——

WM. G. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

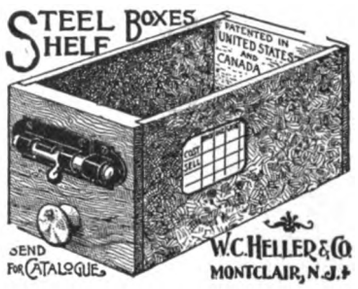
Henry Disston & Sons, Incorporated,

Philadelphia, Pa.



This is the "Proper Clothes Line Reel," with which a line can be **Stretched by simply using the crank** after hitching the line to the desired point. It saves the line and keeps it **free from dirt.** When line is reeled in, close the door and it will revolve to the lower side, making a **Perfect Protection from the weather.** The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. **Price, $1.25.** Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.



ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

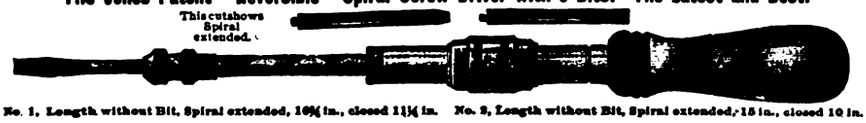
These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.



No. 1, Length without Bit, Spiral extended, 10¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 10⅝ in., closed 10⅝ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 61, Length Spiral Extended, 13 in., closed 11¼ in. No. 62, Length Spiral Extended, 13¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., Sole Agents, 67 READE STREET, NEW YORK, U. S. A.



You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co

730 MARKET STREET, PHILADELPHIA.
87 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google

UNIVERSAL SHARPENING MACHINES.



HAND POWER MACHINES.

	EACH.
No. 2, Japanned,	$3.50
No. 4, Nickel-Plated	$5.00

For household and general use.

FOOT POWER MACHINE.

No. 1. $15 00 each

For Packers, Tanners, Butchers, Farmers, Hotels and Restaurants.

Liberal Discount to the Trade.



Most perfect knife sharpener made.

Easily operated and quick work.

The degree of perfection attained by the use of this machine is far superior to that accomplished by the ordinary method of hand work.

These machines are practical, based on correct mechanical principles and have reached their present state of perfection after many years of experimenting.

They are simple in their construction, very durable and sharpen with great rapidity.

Knives keep their proper shape and last much longer when sharpened with the "Universal" machine. Silver-plated knives can be sharpened without damaging the blade.

Every dealer and evety family should have one of these machines.

We guarantee the "Universal" machine to be as we represent it, "practical, convenient and perfect."

JOHN CHATILLON & SONS,

85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK.

ESTABLISHED 1835.

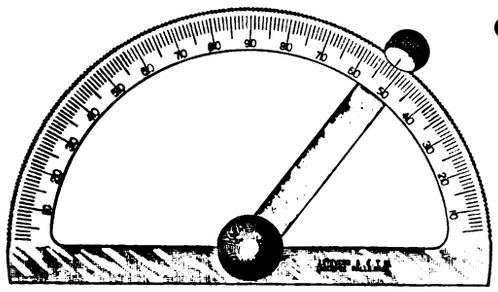
SCALES AND BUTCHERS' TOOLS.

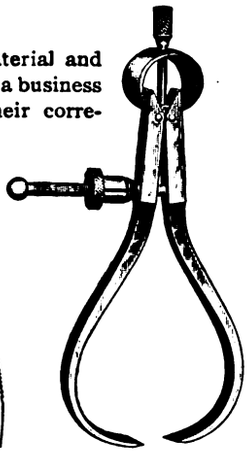
SOLE AGENTS:
FOSTER BROS. CO.,
Butchers' Knives and Tools.
PHOENIX KNIFE CO.,
Pocket Knives, &c.
FRIEDERICH DICK,
Butchers' Steels, &c.

Digitized by Google

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .



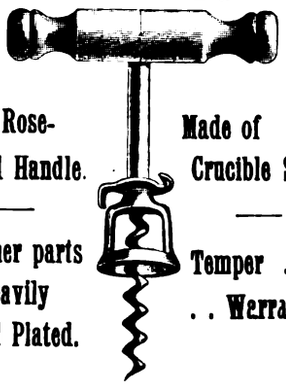


J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

NEW HAND POWER

Combination Cork Screw

CROWN and SEAL OPENER also WIRE CUTTER.



Fancy Rose-wood Handle.

Made of Crucible Steel.

All other parts Heavily Nickel Plated.

Temper . . . . . Werranted.

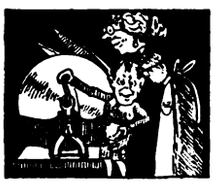
No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.

Herring-Hall-Marvin Co.,

Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,
54-56 Bleecker St., New York.



Family Grindstones for home use. . .

Mounted Grindstones for farm use. . .

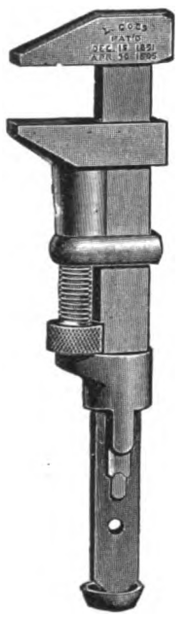
GRINDSTONES

...For all kinds of grinding.

Write for Catalogue and prices.

The Cleveland Stone Co.,

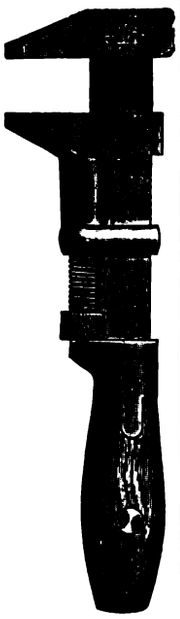
Hickox Bldg., Cleveland, Ohio.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.

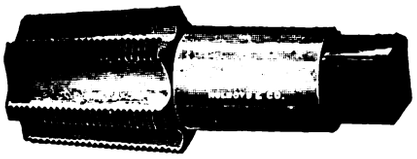
Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



Holroyd & Co.,

Waterford, N. Y.

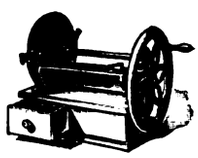
EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Digitized by Google


Sausage Stuffer and Lard Press


Meat Juice Extractor

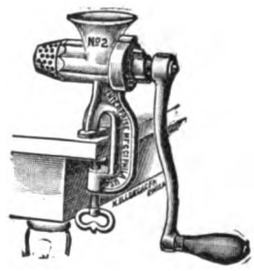

Rotary Smoked Beef Shaver


Raisin and Grape Seeder

ENTERPRISE
Meat and Food
Choppers
TINNED

28 sizes and styles, $1.50 to $275.00


No. 5, $2.00


No. 2, $2.50


No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets **Philadelphia, Pa., U. S. A.**

New York Branch, 10 Warren Street


Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

IMPORTANT NOTICE.

WE desire to announce that the Upper Forest and Worcester Steel and Tin Plate Works of Wales, the well known makers of the justly celebrated

"WORCESTER"

brand of Roofing Plates, have appointed us sole manufacturers and agents for the Genuine **"WORCESTER"** Roofing Plate **Registered in the United States.**

This plate is made by the Palm Oil Process—no acid flux—heavily coated, and is of vastly superior quality in every way to the common plate, thinly coated by the acid flux process and very much mis-called "Worcester Grade."

Every perfect sheet of **Genuine "WORCESTER"** ternes is re-squared and stamped with the brand and thickness.

MERCHANT & CO., INC.,

Manufacturers of **High Grade Roofing Plates,**

PHILADELPHIA. BROOKLYN. NEW YORK. CHICAGO.

Digitized by Google

PATENT GRANITE STEEL WARE

NATIONAL ENAMELING & STAMPING CO.

MAIN OFFICE,

78 & 80 Beekman St., NEW YORK.

BRANCHES:

BALTIMORE, MD. *ST. LOUIS, MO.* *MILWAUKEE, WIS.*
BROOKLYN, N. Y. *GRANITE CITY, ILL.* *BERLIN, L. I., N. Y.*
PORTLAND, CONN. *BELLAIRE, OHIO.*

Producers of everything that can be made in

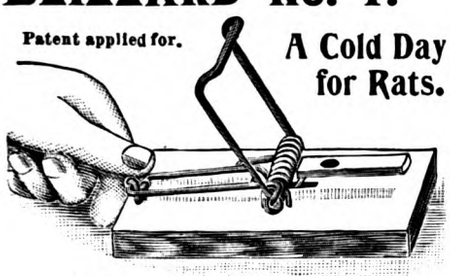
Enameled, Tin, Copper and Metal Ware.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

BLIZZARD No. 1.

Patent applied for.

A Cold Day for Rats.

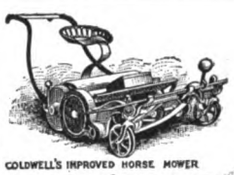


SET WITH SAFETY LEVER.

IT DON'T CRACK YOUR FINGERS.

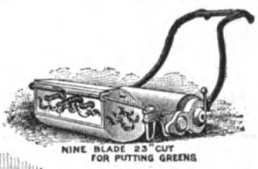
No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, ...Pa...



IMPERIAL

HIGH GRADE HAND & HORSE

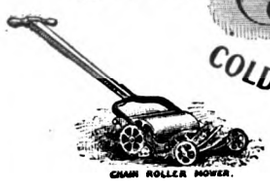


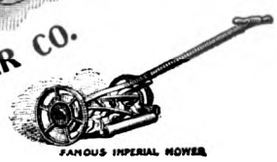
LAWN MOWERS

ONLY

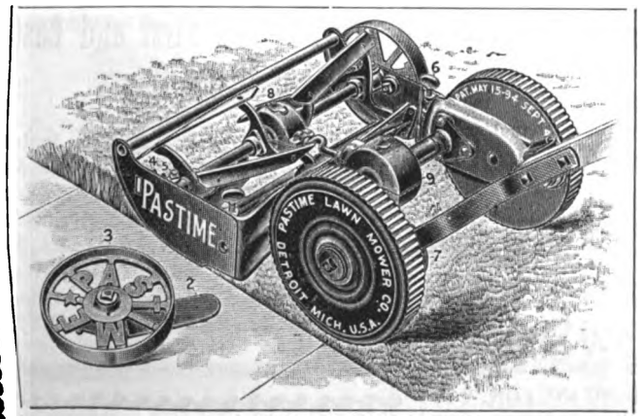
COLDWELL LAWN MOWER CO.

NEWBURGH N.Y.





Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

WOOD SAWS

SEND FOR PRICES.

THE NATIONAL SAW COMPANY,

NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

ALL METAL REPEATING AIR RIFLE.



5 Different Styles.
Send for Gun Catalogue.

3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.
Globe Sights Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

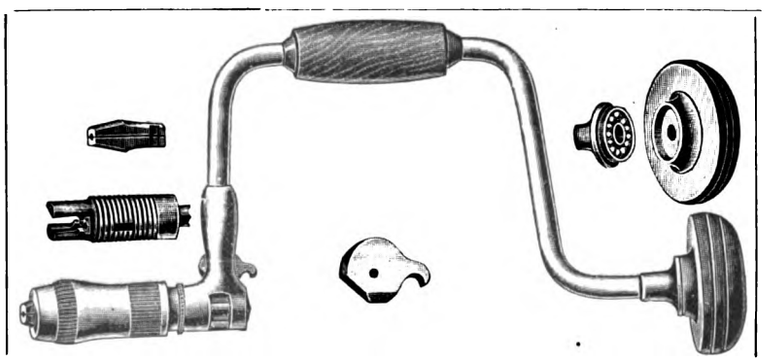
Cycloid Cycle Co., Grand Rapids, Mich.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.
Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

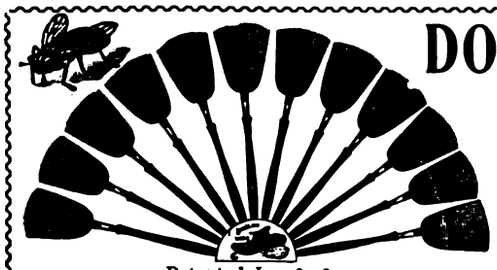
One of the First and Last Advertisers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.

E PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.

PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

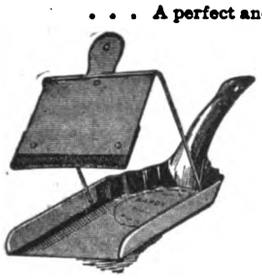
is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer.

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

COVERT MFG. CO.,

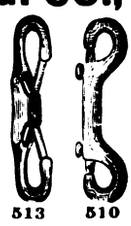
West Troy, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at manufacturers' prices.



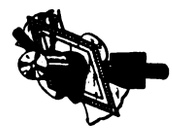
20



513 510



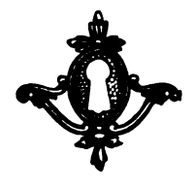
1174



924



1292



10009



5079

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.



4890



1645



4898



1197



5048



6



1404

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

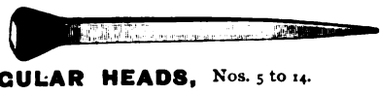
"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

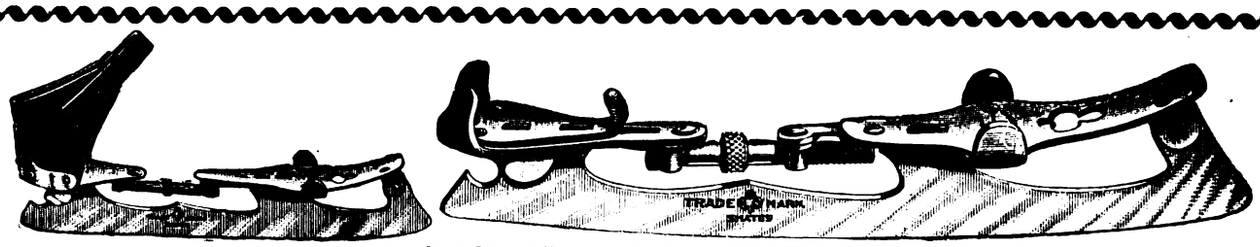
For terms and discounts address

PUTNAM NAIL CO.,

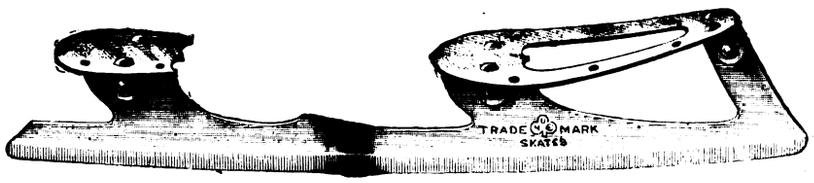
BOSTON, MASS.

Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

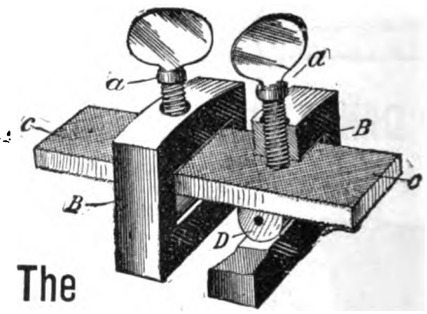


UNION CLUB SKATE.

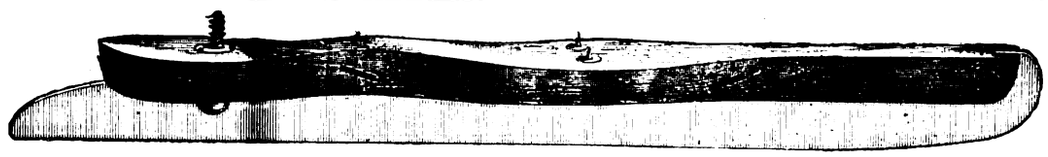




HOCKEY SKATES.



The Union Skate Sharpener.



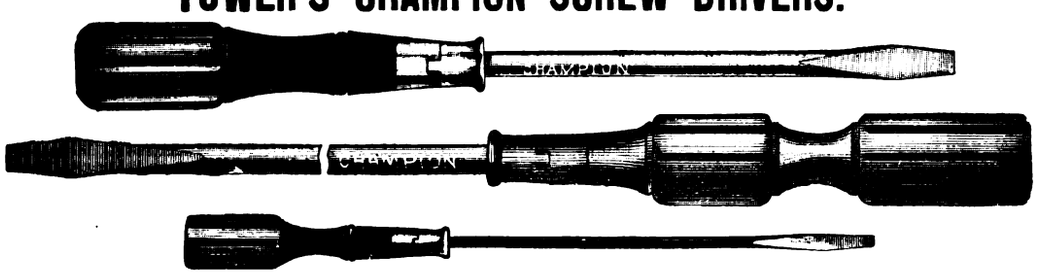
DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

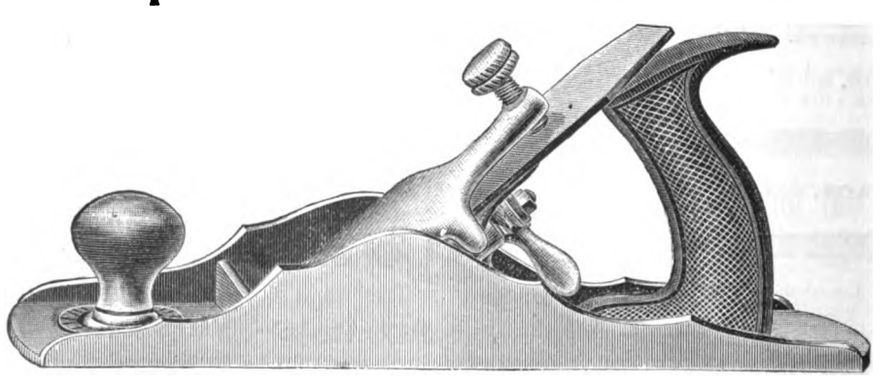
TOWER'S CHAMPION SCREW DRIVERS.

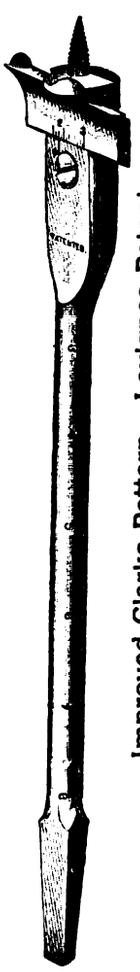


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

A TIME SAVER IS A MONEY MAKER.

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

Is a time saver and a money maker for both dealer and user. It requires less time to sell as its admirable points speak for itself. . . . .



It saves the users time because it will adjust to any position, making itself adaptable to the most awkward places. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

Strong Inducements to the Trade.

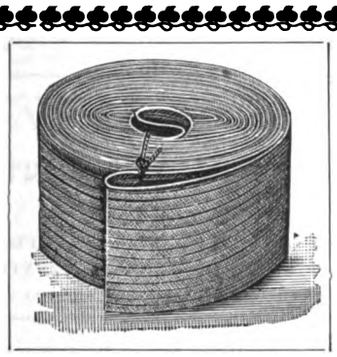
BEST CAST STEEL.



HANDY AND COMPACT.

WRITE FOR PRICES & DISCOUNTS.

A. J. WILKINSON & CO., 180-188 Washington St., BOSTON, MASS.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852

Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS • • SEND FOR CATALOGUE.

IMPORTANT TO

Hardware Merchants..

CHART IN THREE COLORS,

16 x 44 inches.

Showing Photographic Reproductions Warren's New System

Portable Sectional Shelving.

Shipped to all Parts of the World.

Twenty different combinations described and priced. A copy mailed to dealers (without charge) on request.

Made by

J. D. WARREN MFG. CO.,

CHICAGO, ILL., U. S. A.



THE

CHAMPION AND MARQUART

are the only . .

• • **Double Flue**

• • **Steel Ranges**

made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.



Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND

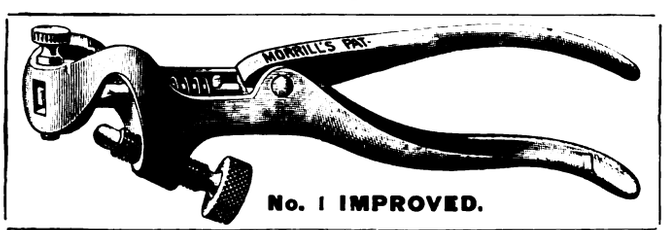
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

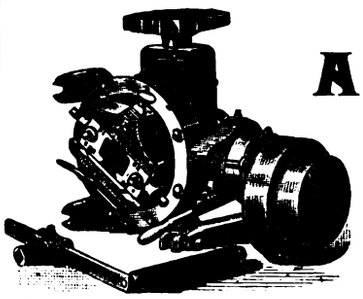
CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

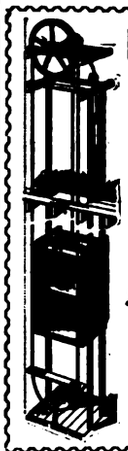
Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 130 CENTRE STREET.——



DUMB WAITERS and ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

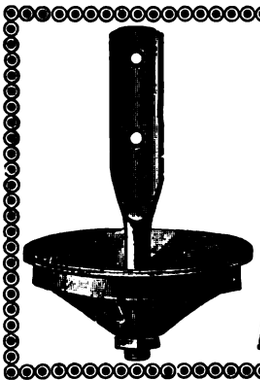
SEDGWICK MACHINE WORKS,

36 Carroll St.,

POUGHKEEPSIE N. Y.

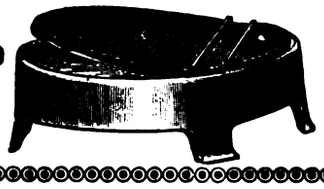
110 Liberty Street
New York City.

When writing please mention this paper.



Valves and Plungers.

Only the very best leather and rubber are used in these goods and all are carefully and evenly fitted, making them the best of their kind. . .

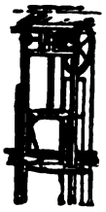


BERGER BROS. CO.,

PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO.,

Send for catalogue. NEWARK, N. J.

HARRINGTON & RICHARDSON ARMS COMPANY. . .

. . . MAKERS OF

HIGH-GRADE REVOLVERS.

Safe, Reliable, Accurate.

Cut shows our . . .

"Premier"

32 Calibre



WORCESTER, MASS., U.S.A.

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.

I. ROLFE,

HALF TONE AND LINE CUTS

..Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR.

No. 6 Park Place, NEW YORK.

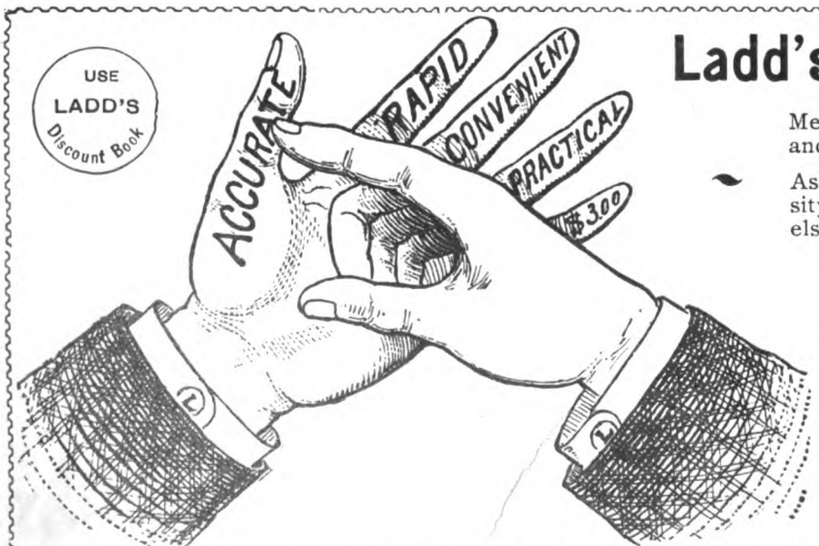
HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse! No Injuries as caused by other Studs! Great Saving of Horses and Horseshoes! Price List, with Testimonials, Post Free. Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, Director,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

283 South Fourth Street,
Philadelphia, Pa.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COOKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.

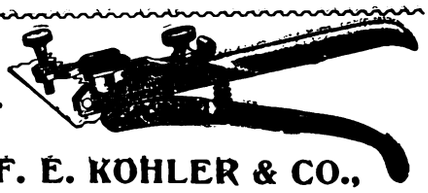


Leaders With the Trade
36-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

THE ROYAL SAW SET

Gives Full View of Saw Teeth while Using.
NEW AND NOVEL.
SPECIAL SIZE FOR CROSS CUT SAWS



For setting saws no vise is needed
If the advice I give is heeded.
Buy a ROYAL, then be seated on a stool,
In one hand hold the saw, with the other work the tool.

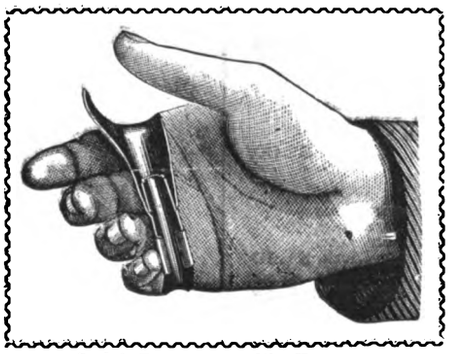
F. E. KOHLER & CO.,
The Hardware Specialty Manufacturers,
Canton, Ohio, U. S. A.

WRITE FOR CATALOGUE OF
Curry Combs, Sidewalk Scrapers, Post Hole Diggers, Hand Corn Planters, etc.

The Universal Corn Husker.

All Steel!

Nickel Plated!



Adjustable to Fit any Hand or for Extension to Wear over Glove or Mitten!

A. W. Brinkerhoff's Patent.

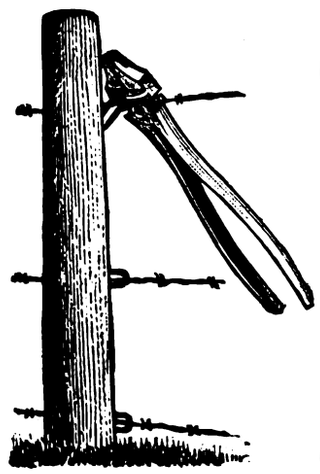
OUR HUSKERS have now been in the market for thirty years under their various forms, and maintain themselves at this day as the STANDARD CORN HUSKERS.

NO STRAPS, NO STRINGS, NO ELASTIC WEB, NO RAW HIDE, NO SCREWS, NO RIVETS.

Nothing to wear out or become disarranged.

JOHN H. GRAHAM & CO., Sole Selling Agents, **113 Chambers St., N. Y.**

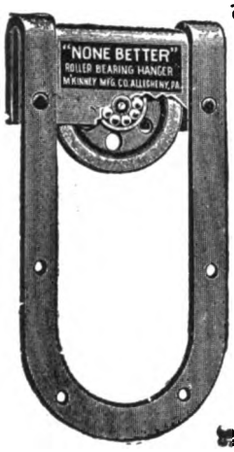
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures, Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified, Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - $2.00

The Mechanics' Friend, A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures, Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - - $1.50

Skeleton Structures Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads, The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning, By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making, A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing, A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary, A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy, A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting, Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



F. E. MYERS & BRO.

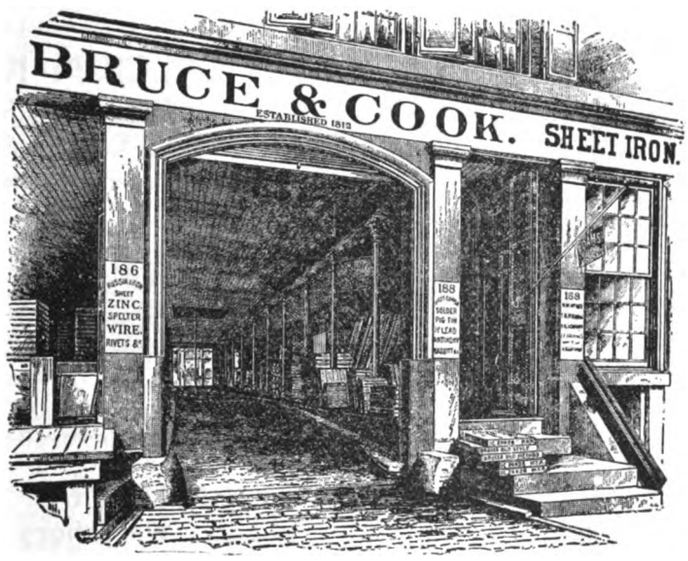
ASHLAND, OHIO.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

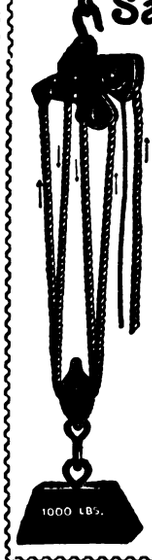
We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of."
J. C. DEBES,
Supt. of the C. & G. Cooper Co.,
Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

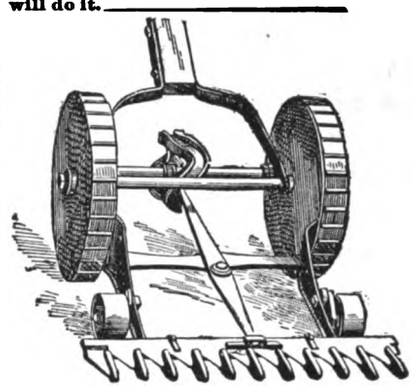
Send for circulars and prices.

. . THE . .

BURR MANUFACTURING CO.
823 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.

The Mower . . .

That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.



HILL Clothes Dryer.

More than 100 000 in use. Both Balcony and Yard Dryers. Sold by the Hardware Trade.

Send for Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

HORSESHOE MAGNET HAMMER.
WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.

ARTHUR B. ROBERTSON, Patentee and Sole Mfr.,
185 Summer Street, Boston, Mass.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

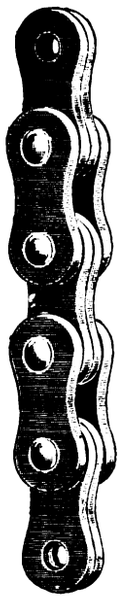


SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. K. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING . . .

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

1420 Chestnut Street,

PHILADELPHIA, PA.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

CALCIUM KING

ACETYLENE GAS : BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.



Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

Waterbury, Conn.



FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

ASTOR, LENOX AND TILDEN FOUNDATIONS.

HARDWARE

"The open door." Stewart's, about 11 A. M.

"The Eastern question." "What are you going to have?"

The burning question. Are all the "imported" cigars the real thing?

A Summer revival. The old "Homestead" has made another strike.

The return of a Drey-fus. When the excise law is rigidly enforced.

What are Dewey's terms. "F. o. b. New York, four months" from starting.

No "taffy" please. The up-to-date Samoan says: "Settle the dispute by talking as sweet to me as you like, but don't give Ma-taafa."

It is said that Alger is the only Secretary of War who, during his term of service could "make both ends meat," and deliver it canned.

Joe Limeburner thinks the present Nicaragua Canal Committee ought to "do the subject up brown," because Senator Frye is a member.

The National motto now decorating our coins runs a great risk of being changed to this new combination. "In God and trusts we put our trust."

The reason why Teddy Roosevelt will not get the nomination in either 1900 or 1904, is because, judging from his San Juan experience, he couldn't be persuaded to "run."

The reason why Alger sought Pingree's assistance in his Senatorial aspirations was because he firmly believed that Gubernatorial cobbler could be relied upon "to stick to his last" selection.

Robert E. Shanahan, Secretary of the Bissell Carpet Sweeper Co. is enjoying the pleasure of building a fine cottage on Ottawa Beach, where he has hopes of being able to spend the Summer with his family.

Mr. Maurice Shanahan, treasurer of the Bissell Carpet Sweeper Co. is spending all the time his business permits during the Summer months, on his fine fruit farm which is located in the suburbs of Grand Rapids. In this way he enjoys farm life to its utmost.

Charles T. Lee, who has been with the Wells & Nellegar Co., Chicago, as buyer, since 1886, has resigned that position to accept a place in another line of business. The many friends in the Hardware business made by Mr. Lee while with Brintnall, Lamb & Co., and Keith, Benham & Dezendorf, the predecessors of the Wells & Nellegar Co., will regret his departure from the ranks of Hardware. He will be succeeded by James H. Patterson who is a member of the company and a thoroughly practical Hardwareman.

The radical change in the terms of sale on wire nails made by the American Steel & Wire Co., by which sales are made "net cash 30 days," instead of "two per cent. discount in ten days," will doubtless result in nails being sold for "net cash on delivery," which was the rule among the Hardware jobbers in this city previous to 1860, on cut nails, then the staple article. This would no doubt be welcomed by the trade generally, and being justified by the action of the manufacturers would meet with no opposition from those most affected by the change.

Around to the Club the latest joke worked off was to ask one of the members if he had "seen that list of names in todays *Herald*, of people who under no circumstances would join the Hardware Club." The questioned member would invariably express a doubt of any such list being in existence, but is immediately silenced by the joker saying: "Knowing you would be interested in it I cut out the list and have it with me," following it up by handing the member for perusal the alphabetical list of names which daily heads the column of deaths in the paper referred to. Tableau.

There has been a misleading paragraph distributed by the Associated Press, conveying the idea that at the recent convention the Southern Hardware jobbers passed a resolution favoring trusts. As no such resolution was ever presented, nor any discussion had before the convention from which such resolution would have been a natural outcome, few statements by so widely a distributed influence could prove more erroneous or even mischievous. It is to be hoped under the circumstances that the papers which have been led into publishing this incorrect statement will do what they can to counteract the prejudicial effect.

One of our indefatigable "pick up" buyers, with a local reputation, needed, to make a bill complete, a package of cockeyes—used occasionally by harness makers. Believing the easiest place to obtain them was a well known saddlery Hardware house in Warren Street, away he sped with that conscientious energy which is the badge of all the "pick-up buying" tribe. On reaching the Mecca of his purchasing pilgrimage, the salesman who started to wait on him had the most unpromising pair of crossed eyes that were ever left untouched by an oculist; would you believe it, the pick up buyer never said a word about wanting "cockeyes," but simply asked the discount on ring traces.

An amusing anecdote was whispered as a good thing at the Hardware Club recently, by an old friend of the president, Mr. Sargent. The president has a fund of dry humor, on which he never fails to draw, when he needs an illustration to clinch an argument; and he tells his *bon mots* with an unctuous exaggeration which brings the laugh to every one, his own face being the only one able to hold its well-trained rigidity.

It was necessary, when the Chambers Street store was occupied by the company, to bring to a fitting use the skilled labor of a plumber; and with the best intentions in the world Mr. Sargent, taking a postal card, addressed the following to Kedian & Brother who kept a well-known lead pipe "joint" some where up town: "Mess. Kedian & Bro. Gentlemen. We need a plumber! God help us!" It told the whole story; brother Jim's funny bone was so tickled with it, emanating from such a distinguished source, he actually had the postal card framed.

Digitized by Google

HARDWARE

VOL. XIX. JULY 10, 1899. NO. 7.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
W. C. BRUNDAGE, - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

As announced in our previous issue, commencing with the present number, the position of editor will be filled by Henry Hopkins, who has been one of the regular staff of *Hardware* from the earliest period of its usefulness as the organ of the Hardware trade, and since the death of its founder, in 1896, has also enjoyed the closer relationship of acting as its associate editor. His chief ambition in his higher position as sole editor, will be to make *Hardware* a trade journal of sufficient interest and importance, to the Hardware dealer, that each and every one of its semi-monthly issues will be read with pleasure from cover to cover, by every active Hardwareman in the industry whether manufacturer, jobber, wholesaler or retailer, and thus promote by their appreciation the high standard of excellence already achieved in its present field of usefulness.

Editorial Trade Review.

The reports from our friends in trade centres indicate that dullness will have no chance to reign supreme this season. In fact, there will be no dullness until the wheat and hay harvests are over. Vacations will necessarily be shorter than usual. Business having extended its fulness to so late a date will crowd the usual pleasurable pauses into a few days instead of weeks for both employers and employes.

In the various readjustments in the interest of labor in all the mills, mines and factories increased wages make an excellent showing, which will last for some time. It is increased pay and extended pay rolls that make prosperity permanent; for the workman whose Klondike is his capacity for labor in the use of horny hands is invariably a good distributer of the cash he earns, knowing that each and every dollar can be duplicated in the widening arena of honest employment.

A continued demand in many lines has kept purchases prevalent even up to the end of June. In builders' Hardware the demand continues excellent. In all the centers of increasing traffic stores are being well rented and a demand created for more. The old bugbear of department stores "hoo-dooing" general business is this season retired to the rear. Even in real estate transactions the changes show improved conditions gratifying to witness, which act as an incentive to improvements where present facilities are lacking.

Speculation in purchases ruled during the spring to a considerable extent, but the results have more than justified the ventures that then seemed problematical, judging by the past; the increasing demand in excess of anticipations having resulted in depleting the stocks as far as deliveries were made possible by cautious makers. Manufacturers took care not to overstock the dealers to the disadvantage of their own interests for fear of unsettling the market, and they frequently filled smaller orders at higher quotations for the purpose of averaging a more substantial state of profit than these earlier specifications seemed to promise.

A stronger feeling now pervades the anticipations of the buyer for fall and winter trade, and at present prices stocks will be held as nearly as possible on a conservative estimate of fulness, in order that inventories may show by comparison a larger percentage of profit by the way of outstanding accounts, instead of as usual in-standing stocks on floors and shelves. These facts alone will make spring orders assume an importance gratifying to witness all around. And it will greatly assist in keeping prices uniformly strong, no element of weakness being possible to become established under a constantly strong demand, and a progressively prosperous trend will be felt throughout all channels of trade, notwithstanding the Presidential election "hoodoo" which in the past with each recurring quadrennial disturbance created well grounded fears; it will be found that these no longer have the disturbing influence which was possible only when seasons were of a more clearly defined character and more limited in scope and influence.

The Law of the Profits.

There is one phase of business—more or less intimately connected with the Hardware trade in days gone by—that has passed away never again to return under the same auspices, and that is the "old fashioned" profit. It was the opinion of our forefathers in this our chosen vocation that, better is a business of $50,000 with profits galore, of a percentage that frequently hovered on the edge of highway robbery, than an increased volume of trade of five times as much, with a net profit merely doubled.

The old fashioned dealer who revelled in the old fashioned profits, did too much of the work himself, and knew the drawing quality of an opportunity to "gather ye rosebuds while you may," and that was when you were making a sale of an article *wanted*. Now, the price stimulates the said wants of the average man or woman, and with a little comparative wear and tear of gray matter the sales are more than quadrupled in amount and net profits increased in a welcome ratio. May be the department-store methods of some of our hustling competitors have had an influence in increasing sales for the purpose of gaining the advantages of being a large buyer instead of a small one, and of getting rid of an excess of stocks without the necessity of unloading them at cost to a nearby competitor, often done rather than unsettle current prices that were covered with the moss of ages.

At the present time it is the price that makes the sale, and it is the merit of the goods sold that keeps the customer. On such a basis as this our foreign trade as well holds its present preeminence and will penetrate every port in the world where a demand exists for goods

Digitized by Google

which our unequalled resources may be relied upon to supply.

On the Selling of Sewing Machines.

On another page in this issue of *Hardware* will be found an interesting and valuable paper on the possibilities of the sewing machine product being successfully marketed throughout this country under the auspices of the Hardware trade. This is a movement, now in its early stages of successful endeavor, which is worthy of a close consideration by an industry so well fitted for its profitable development; a plan of operations deserving of encouragement by the manufacturers, who are themselves called upon to be the arbiters in such a worthy effort to advance their own interests.

The close touch enjoyed by the Hardware trade as affecting the domestic economy of the household in almost every hamlet, town and large city on the continent, would seem to urge its selection for such an important object as the wider distribution of so valuable an adjunct to the peace and harmony of every domestic equipment in the land.

We hope to follow up the present article on the subject, with others of equal interest, from those who can speak as experts on such a valuable addition to a modern stock of Hardware; from merchants whose success in that line, will doubtless induce others to make an attempt that will redound to the credit of the sagacity, wisdom and profit of those to whom the innovation can present no serious objection.

The Ad-Smith's Happy Thought.

One of the journalistic fraternity who loves to be called an "ad-smith," and who has constantly on his pen's point, on the edge of his acute faculties, or on the spur of his ambitious thoughts, the fitting expression of what is in him; and the which responds to the magnetism of his impulse, let it call for it when it may. This gentleman was asked, off hand, recently, to name a new cracker, giving it a "trade mark" comparable in genuine originality and catchiness, to the late phenomenal money-maker "Uneeda." Like an inspiration his mind conceived the combination word which he felt would fill the want expressed.

"How much is it worth?" asked he, "if I give you a name that will be recognized in every community where the English language is spoken, and acknowledged as well as a fitting word for the purpose intended, and once heard would never be forgotten, but would linger in the memory, and suggest crackers, and crackers only?"

The enthusiastic cracker baker mentioned $500 as being a fair honorarium for the inventor of a trade mark of such marked ability. Put it in writing said the ad-smith, to be subject to your decision after twenty-four hours refusal of the same. The bargain was drawn, and the word was coined at once. The talismanic word was "Pollewanta." And as soon as the necessary contracts for advertising can be given out, and posters prepared, the bill boards and triple column corners of the leading papers will be devoted to the exploiting of the "Pollewanta" Cracker.

The C. W. Hackett Hardware Co., St. Paul, Minn., had a loss by fire recently, which fortunately was kept well in hand by the promptness with which the fire department came to their aid. The fire was discovered very shortly after closing for the night, and the loss, which is covered by insurance, will not exceed $5,000.

Hawaiian Enterprise.

One of the oldest Hardware houses in Honolulu, Hawaiian Islands, is that of E. O. Hall & Son, Limited. They handle a full line of Hardware, ship chandlery, paints and oils of all kinds, rope and cordage, agricultural implements, bar and sheet iron and steel, wire rope, etc. The business was established in 1850 by the father of the present manager, Mr. E. O. Hall, who is now in this country visiting the various trade centers from San Francisco to New York, having already stopped at Omaha, St. Louis, Chicago, Detroit and other important cities; staying from a few days to a week in each place, studying the modern features of store construction, it being the intention of the company to build on the site occupied by them at present a modern store, 75x100 feet, two stories high with a plate glass frontage on two streets, of 175 feet. It is contemplated that the establishment will have all the modern conveniences and special facilities for conducting business possessed by any house in the States.

It is designed that the finest display will be possible for a stock of goods without a parallel in Honolulu. Among other improvements they have ordered from the J. D. Warren Mfg. Co., Chicago, a complete outfit of shelving, boxes, sample cases and such other appliances of this character, for the providing of which this company has achieved a deserved preeminence. When completed, few stores in this country will surpass it in easy facilities for doing a large and successful business, and the adoption of the "Warren" system of improved store fixtures, should be considered as a national compliment to this enterprising manufacturer.

Private Mailing Cards.

By the terms of an order issued by the Postmaster General recently, the regulations covering the use of "private mailing cards" in this country, are extended so as to conform with those adopted by the International Union for the foreign mail service. The act of Congress which provides for this, was approved May 1st, 1898. Under the new regulations, which are merely a fuller statement of the law given, postal cards are to be not larger than 5½ inches long or 4¼ inches wide. The address may be either written or printed on the face, or printed on a gummed slip, not more than one-half inch wide by 2½ inches long and pasted, and the address of the sender subject to similar restrictions, may be gummed on the back. A printed or engraved design may be placed on the face of these cards, providing it will not interfere with the address. The postal card now in general use by the government will continue to be issued as usual.

The Providence plant of the Brown & Sharpe Mfg. Co. will be shortly increased by the addition of a foundry and a large four-story brick building to be used as a machine shop. Ground has already been broken for the foundry and the foundation for the other building will be laid this Fall, though it is doubtful if more than this is done on this building until Spring. This increase means that between 600 and 700 additional hands will find employment.

Tiffany & Co. have succeeded in making a crystal ball 5½ inches in diameter from an American quartz crystal taken from the Old Green Mountain mine, in Mokelumne hill, in Calaveras county, California. This is the largest perfect ball that has ever been made of American quartz crystals and is valued at $3,000. The largest Japanese ball ever brought to this country was 7½ inches in diameter. It is not, however, entirely free from flaws.—*Ex.*

Canada needs only 237,000 square miles to be as large as the whole continent of Europe. It is nearly thirty times as large as Great Britain and Ireland, and is 500,000 square miles larger than the United States.—*Exchange.*

Digitized by Google

Export Notes.

Large shipments of bicycles have been made to Genoa, Italy.

Exports of Pastime lawn mowers have been made to Paris.

The Douglas Ax Mfg. Co. are shipping shingling hatchets to Antwerp.

The Verona Tool Works of Pittsburg are exporting their specialties to Genoa.

North Bros. & Co., of Philadelphia, are shipping ice shavers to Genoa, Italy.

Hobson & Co., of this city, are shipping agricultural implements to Carthagena.

The Hamilton Tool Works, of Hamilton, O., recently exported several drills to Hamburg.

Phœnix Hardware Co., Phoenix, N. Y. are shipping their specialties to Roffo & Co., of Paris.

The Cleveland Foundry Co. are forwarding Puritan needle valve gas stoves to Rotterdam.

The Goulds Mfg. Co., of this city, recently shipped two carloads of steam pumps to Singapore.

Two carloads of George Hayes' steel fireproof lathing were shipped recently to Algoa Bay, South Africa.

The Union Manufacturing Co., of New Britain, have ready for export 20 cases of combination chucks to go to Germany.

W. & B. Douglass, of Middletown, Conn., recently made a large shipment of pumps for household purposes to Holland.

The Ferracute Machine Co., Bridgeton, N. J. recently shipped a small lot of its specialties to Southampton, England.

The American Stove Board Co., of this city, have commenced to ship stove boards made of aluminum to Australian ports.

Pratt & Whitney's recent shipments included ten cases of various machine tools to Copenhagen and a smaller lot to Genoa, Italy.

The American Hardware Co., of Knoxville, Tenn., are shipping quantities of 36-inch ax-handles to Sydney, New South Wales.

The Cleveland Twist Drill Co., of Cleveland, Ohio, recently shipped 20 large cases of drills to Andree & Wilkerling, of Hamburg.

Collins & Co., of Hartford, Conn., recently shipped various quantities of edge tools to Denmark, South Africa, Cuba, Uruguay and Australia.

The Niles Tool Works of Hamilton, O., shipped recently a 37-inch boring mill to Rotterdam, 15 lathes to Japan and 35 heavy cases of machine tools to Copenhagen.

Large shipments of American axes and saws to Tasmania have been made lately, and it is very evident that our manufactures are cutting out all foreign competitors.

Quantities of Hunt's Ohio pattern cast steel axes are being shipped to Norway, the orders having been received through Hammacher, Delius & Co., of this city.

The Avery Stamping Co., of Cleveland, Ohio, are shipping elevator buckets and special metal work to Antwerp; the order coming through Henry W. Peabody & Co.

T. N. Du Bois, of this city, recently exported several carloads of miscellaneous plumbers' supplies, including a big lot of toilet closet traps, to San Juan, Porto Rico.

The Gutta Percha & Rubber Mfg. Co., of this city, have shipped a large quantity of hose for use in the fire stations on the Port Arthur sections of the Trans-Siberian Railroad.

Peck Bros. & Co., of New Haven, Conn., are shipping brass goods and plumbers' supplies to Durban, South Africa. The orders come through Henry W. Peabody & Co.

The H. W. Johns Manufacturing Co., of this city, are making important consignments of both Standard and Brooks' asbestos roofing, to Havana and other points in Cuba.

The Browne & Sharpe Manufacturing Co., of Providence, R. I., last week shipped universal grinding machines to Antwerp, and also to Genoa, Italy; Stockholm, and Berlin. Orders were received through Knauth, Nachod & Kuhne of this city.

The National Machinery Co., of Tiffin, O., are about to ship a $15,000 lot of bolt and nut machinery to Vladivostock for use in the machine shops of the Trans-Siberian Railroad. The order was placed through Manning, Maxwell & Moore by one of the engineers of the railroad, now purchasing supplies in this city.

The Oil Well Supply Co., of Pittsburg, recently shipped to Sumatra a complete outfit for sinking artesian wells to a depth of 2000 feet. The value of the order was $6000. They also shipped recently piping, casing and pumping outfits to Clarkson & Co. of Vladivostock, Eastern Siberia, through W. R. Townsend of this city. The order amounted to $4500.

Remarkable Inventions.

Some of the inventions patented in Washington are as eccentric as they are ingenious. An odd, if useful, invention consists of a frame from which corks are suspended by means of strings. As the hour for waking draws near this framework is gradually lowered over the heads of sleepers until, as the hour strikes, the corks perform a tattoo on the noses and faces of the sleepers until they awake.

Another invention enables a farmer to feed his horses and cattle in their stables without leaving his bed. He simply pulls a cork dangling at the head of his bed, and forthwith valves are opened and the proper allowance of fodder falls into the troughs.

This burglar alarm is sufficiently ingenious to deserve success. As soon as the would-be burglar steps on the mat in front of the safe or strong room, his weight closes an electric circuit, a flashlight is ignited, the cap removed from a camera, and the burglar's photograph taken without charge, for use as evidence against him.

By another clever device the street lamps of a town are electrically connected with a central clock. When the hour for lighting arrives, the circuit is closed, the gas turned on, and the lamps simultaneously lighted.

A really sensible and useful invention is one which dispenses with the ponderous and expensive machinery in use for tower clocks. The timekeeping is done by a small master clock, which is electrically connected with motors in the tower. These motors move the giant hands and strike hours by means of a "make-and-break" mechanism in the master clock, which may be small enough to be carried to the clockmaker for any necessary repairs.—*American Exporter.*

Digitized by Google

Conventional Gems in a New Setting.

AN HONEST PRESS.

The press—what of it? Symbol of grand, glorious, sublime America—the world's civilizer—of the divine trinity, free men, free speech, free press; unpurchasable protector of free men, fearless advocate of our God-given institutions, unswerving missionary of our expanding commerce. It is the fitting representative of the ever-conquering Anglo-Saxon; it is the very essence of true expansion. Where the starry flag goes, trade fast follows, and with it speeds the press, and on its heels you see the hustling advertising agent pushing the sales of the wares so deftly placed on the market by the polished and persuasive commercial traveler. The success of our business, of all business, depends on the press, not only as to sales, but as to forming public opinion and building up the communities. As an educator, it is an open door for everybody to see the storehouse of knowledge. An honest press makes honest men.

President JAMES J. MANDLEBAUM.

LEGITIMATE COMPETITION.

Legitimate competition is the means of all commercial advancement, and is the incentive to increased effort. The competitive spirit has raised the American manufacturer to the position where he has made the quality of his product and the price at which he sells, the standard for the entire world.

Conservative association or combination is one of the milestones in the evolution of commercial progress, and while abuses may arise in the initial steps of this evolution, no sensible man can fail to admit that organized effort will control where individual effort might fail. T. W. GATHRIGHT.

OUR UNITED COUNTRY.

Blessed be God, there is to-day no north, no south, no east no west, but one grand, united, homogeneous, patriotic nation, true and loyal to the best, most glorious movement the world has ever known. And from where yon stately pine crowns the headlands of Maine, as sentinel in his uniform of green, westward to where the soft waters of the Pacific and Puget Sound sing their soft lullabies to departing day, from the gentle breezes and sweet scented atmosphere of Southern California to the sand dunes of the Florida Coast, from which so recently went the grandest spectacle that the eyes of the world ever beheld, of a nation offering its treasure and blood to redeem another from bondage and oppression and give it the right to live—between these limitations has arisen a new and broader South that we should ever become in our mind's eye when we speak of it in the future. V. A. MOORE.

THE INFLUENCE OF CHARACTER.

Honesty, intregity, character—are not dreams; they are not high ideals only—they are actual realities. We should not give the best of our lives and the best of our thoughts to business. Our homes, our wives and our children need and deserve the best and sweetest gifts we can bring. Their cheer and smiles, their love and joy, will be a better reward than dollars or any currency we can count. Life is real, its demands more pressing than ever. The contest is earnest, the weapons keener pointed and the steel better tempered. Yet the brain is more active, the hand more skilled and toil and thought win surest victories.

At early morn this tiny flower, whose petals kissed the dewy drops that night distilled, then gave promise of a life most beautiful and fair. Yester eve, rocked in the cradle of the winds, or lulled to rest by zephyr's gentle breath, the moon's pale beams and light of glimmering star shone upon the opening bud. At early dawn Aurora from her gilded couch looked across the eastern hills and smiled upon its beauty. At sunlight's touch it blushed in crimson as blushed the waters at the Master's voice at wedding feast in Cana. Painted by hand Divine in colors rich which limner's art nor brush can trace, ere the noontide hour, plucked from its parent stem through which it drew its breath, it lost its life and power, yet in dying yields sweet fragrance.

Oh, simple flower! Thy life of but a day should teach us pilgrims on the way by grace of thought and speech, by kindly act of charity and love, to yield sweet fragrance like thyself. WEBSTER R. WALKLEY.

COMMERCIAL HONESTY.

Honesty is the best *policy*. It pays, in the long run in dollars and cents, It is the richest asset with which the young man can start in business life; it is the surest reliance of the business man with which to face the wearing trials of daily life; it is the best heritage he can leave behind him.

Put the taint of recognized commercial dishonesty upon a man, and let him pass through this room. One will meet him with a bow; one will say "Good Morning"; all of you may greet him—and yet there lies an atmosphere about him that he will feel, and you will feel; that intangible something which shows that he is with you but not of you; that narrow line of demarcation across which you may send the friendly word, but that your soul will not pass! JAMES H. KENNEDY.

No Iron Famine.

In the opinion of the leading minds of the iron and steel industry it is considered doubtful if there will be any famine in pig iron; furnaces are filling orders with a commendable degree of promptness, and working hours have not been reduced in consequence of inability to get the necessary ore. As the price of pig iron increases, old furnaces long dismantled are again brought into play, and old fires are again lighted, and even to a limited degree products are increased and anything in the nature of a famine averted. The furnace men in many sections, especially in Ohio, have but little or no iron for the open market, every pound of a possible product being sold up. Vessels are being chartered to load iron at Bilboa, Porman and even Guaymas in Cuba for various ports in the United States.

Almost any place that promises material will be laid under tribute, a complete revival in the trade having been the feature of the last few months.

As stated by James M. Swank, general manager of the American Iron and Steel Association: "Spain, having lost her foreign possessions, is now being forced to develop her resources more thoroughly; until within the last few months not a pound of iron ore has been imported from Spain for many years; now, it is expected that hundreds of tramp steamships will visit Philadelphia this Summer and Fall, laden with the products of the ancient mines of Bilboa and Carthagena."

"That fellow's got a cheek you could write a novel on," said the Montclair boss barber as the previous shave left the shop.

"Why? What did you do to him, cut him?" I asked, taking an interest in the discussion.

"Cut him! Not on your life!" continued the boss in the Verona vernacular. "It was like shaving a bronze statue of Lincoln! You see he has travelled for seven years for a Hardware house in Trenton, and with his cheek you couldn't cut him if you shaved him with a drawing knife." The boss is quite a sharp blade himself.

Nine-tenths of the trouble in this world is directly due to indigestion. This is not an advertisement for somebody's dyspepsia cure; it is just a plain, hard, ungetoverable fact.—*L. A. W. Bulletin.*

"The noblest roamin' of them all." The two months trip laid out by President Sargent.

Digitized by Google

The American Bicycle Co.

The American Bicycle Co. have at last perfected their organization and become an accomplished fact. Combining in one company 45 separate plants, would seem to preclude the possibility of any company outside this aggregation of talent, being able to produce and distribute wheels at a satisfactory profit.

The company will have a capitalization of $35,000,000 of preferred stock and $45,000,000 of common stock. It is generally understood that the preferred stock represents the cash value of the plants, while the common stock may be calculated upon as representing the good will of the company, of course including all patents, agency equipments and many other items which go to make up the intangible assets which are notwithstanding held to be of great value.

Wherever it was possible, plants were purchased at a price agreed upon, payable in stock only, or stock and cash in proportion. It is understood that stock placed upon the market will be in amount equal to the cash paid out in completing the consolidation.

The following plants form the new company, and it will be found in going over the list there are very few leading manufacturers but what are identified with the combine; the "Overman Wheel Co." being one of the few who remain outside and prefer to act independent:

Ames & Frost Co., Chicago; American Saddle Co., Cleveland; Acme Mfg. Co., Reading, Pa.; Barnes Cycle Co., Syracuse; Black Mfg. Co., Erie, Pa.; Buffalo Cycle Mfg. Co., Buffalo; H. A. Christy & Co., New York City; Crawford Mfg. Co., Hagerstown, Md.; Colton Cycle Co., Columbus Bicycle Co.; Cleveland Machine Screw Co.; Eagle Bicycle Mfg. Co., Torrington, Conn.; Fanning Cycle Co., Chicago; A. Featherstone & Co., Chicago; Fay Mfg. Co., Elyria, Ohio; Gormully & Jeffery Co., Chicago; Grand Rapids Cycle Co., Grand Rapids; Geneva Cycle Co., Geneva, Ohio; Hartford Cycle Co., Hartford; Hartford Rubber Works, Hartford; Hart & Cooley Mfg. Co., Indiana Bicycle Co., Indianapolis; Indianapolis Rubber Co., Indianapolis; Indiana Novelty Mfg. Co.; Indianapolis Chain & Stamping Co., Indianapolis; H. A. Lozier & Co., Cleveland; Lamb Mfg. Co., Chicopee Falls, Mass.; A. D. Meiselbach, Chicago; Monarch Cycle Mfg. Co., Chicago; Milwaukee Engineering Co., Milwaukee; Milwaukee Mfg. Co., Milwaukee; Nuttall Mfg. Co.; North Buffalo Wheel Co., Buffalo; Pope Mfg. Co., Hartford; Peoria Rubber & Mfg. Co., Peoria; Sterling Cycle Works, Kenosha, Wis.; Shelby Cycle Mfg. Co., Shelby, Ohio; Stover Bicycle Co., Freeport, Ill.; C. J. Smith & Sons Co., Milwaukee; E. C. Stearns & Co., Syracuse; Syracuse Cycle Co., Syracuse; G. L. Thompson Mfg. Co., Chicago; Viking Mfg. Co., Toledo; Western Wheel Works, Chicago; White Sewing Machine Co., Cleveland.

Upon effecting a temporary organization, A. G. Spaulding was made chairman and C. W. Dickerson, secretary.

It is thought to be the policy of the new company to abandon eventually the sale of wheels by retail as heretofore conducted, simply having branch stores in the leading cities for wholesale requirements and the larger distribution of their varied products. It is believed, however, that for the coming year, commencing July 1, no changes of a radical character are contemplated, in order to retain the good wishes of every one now in touch with this important industry.

Bicycle riding cures biliousness, and when all the bilious people have been cured we can then pick out the really pious.—*L. A. W. Bulletin.*

Ride on the saddle, the handle bar is for another purpose.—*L. A. W. Bulletin.*

Hints to Advertisers.

Samson, the strong man we read about, was the first man to advertise. He took two columns to demonstrate his strength; seven hundred people tumbled to his scheme immediately, and he brought the house down.—*Exchange.*

A New York clothing and furnishing firm, located in the downtown office district, are in new quarters and make this unique announcement:

"Connected with our premises will be a barber shop, boot cleaning parlors, needle, shower and plain baths and other conveniences. This novel idea will be appreciated by those who wish to go to an entertainment in full dress direct from their business, and whose families may be in the country, or their homes some distance away."—*National Advertiser.*

A novel advertising scheme is being introduced by S. S. Connell, who was at the Stubbins Hotel yesterday. The advertising device is a figure of a man or woman, made of steel three-sixteenths of an inch thick. The statue represents the person walking in the direction of the store to be advertised and carrying a grip on which the name of the store is painted in large white letters. The figure is six feet tall and realistic. By stationing a dozen of these on the highway half a mile apart the impression might be created that the entire community is rushing to a certain store.—*Indianapolis (Ind) Sun.*

An Iowa drug store, dealing in paint, displayed in its window recently a simple pyramid of pails and cans which attracted attention and talk. The base was a box covered with white paper. Upon this, beneath one of the pails, a quantity of paint was spilled, which, running down the front of the box and onto the floor of the window, gave all who saw it the impression that the pail had sprung a leak. Within five minutes after the curtain was raised the scheme began to work. People at first notified the druggist, but as time wore on and the pool of paint grew no larger, they began to grasp the idea. No display of paints in that store ever attracted half the attraction that this attracted, and the device was simplicity itself.

He sat at his desk opening his morning mail when I entered his office, and had a stack of letters eight inches high. Among the letters opened were many circulars, catalogues, circular letters, etc., nearly all under two-cent stamps, to convey the impression that they were "honest Injun" letters. Every one of these letters, circulars, etc., were thrown into the wastebasket, not one of them being read. Finally he finished his mail, and after sending the letters to the various departments, he turned to me with the remark: "We have determined to change our method of advertising this year. We are going to send out circulars and write soliciting letters, and send out thousands of handsome catalogues instead of advertising in trade papers.—*St. Paul Trade Journal.*

The prevailing impression is that good display is obtained by using many display lines. The reverse is true. As a general thing one or two lines displayed will create a better effect than displaying the entire advertisement. Display lines, if rightly used, attract attention and give certain parts of the advertisement more emphasis than others. Too many display lines, however, will very often serve to emphasize the parts not intended to be displayed. Writers very often make a certain word or phrase emphatic by having it set in italics. This gives additional force to the emphasized words, provided they do not appear too frequently. Emphasizing every other word, however, would have the effect of making the parts in Roman as prominent as the parts in italics. Very little display is required in ordinary advertisements.—*Business Magazine.*

Digitized by Google

SEWING MACHINES AND HARDWARE TRADE.

While the retrospect of a Weed or a Supplee is necessary to give the rising generation an idea of the changes which have taken place in the Hardware business during the last half century, there are many younger men whose memory and experience in the trade takes them back to the time when the assortment of Door Locks and Padlocks could almost be inventoried on the fingers of one hand. It does take, however, a Disston or a Maydole to recount the rebuffs, hardships and trials incident to the introduction of new lines and meritorious specialties which have become the standard goods of the trade.

A wonderful change has come over the extreme conservatism which dominated the retailer of the fifties, and even when in the sixties, he had outgrown his narrow sphere, and had come to be known as the jobber of Hardware.

To-day, the patterns and varieties of door locks and padlocks are numbered by the hundreds, and the jobbers' bins and the retailers' shelves are filled to overflowing with inventions and novelties of merit, which our forefathers little dreamed of. This change can only be accounted for by the fact that the Hardware trade has drawn to it some of the keenest business men of the age, who have grown with the times, and have grasped the opportunities as they were presented to them, for the profitable expansion of their business. The Hardwareman and drygoods dealer are the expansionists of the mercantile world of to-day.

There is no class of merchants which realizes more than the present-day Hardware dealer, the advantage to be gained from being the first to bring to the attention of the consumer or the mechanic, an improvement or an article of merit.

Not many years have elapsed since that lusty infant, the bicycle business, with hardly strength enough to win in the battle of life for itself, was seeking a sponsor. No one branch of the trade was willing to take it under its sheltering wing and adopt it, and for a time, it was buffeted about, obtaining only a foothold here and there.

The influence exerted by the trade paper and its power to shape and direct the policy of the trade, is not fully appreciated.

We have almost forgotten how much space and thought *Hardware*, and other trade papers, only a few years ago, devoted to bicycles and their place in the Hardware trade and kindred topics. Their campaign in the interest of the infant industry was carried on with such spirit and energy, that it did not take long for the jobber and retailer alike, to see the profit which might accrue to them from adding this line to their business, as they had sporting goods and cutlery.

To-day, the bicycle business is so firmly established in the Hardware trade that the consumer looks to the Hardware dealer for the goods and the sundries used in connection with them, and the Hardware dealer expresses great surprise when told by either some jobber himself, or his representative, that they are not able to supply his wants in this line.

That the Hardware dealer is on the alert and willing to add to his assortment any article of merit which will increase the volume of his business and add to his profits, cannot be questioned. From time to time, he has added, not only the lines we have mentioned, but baby carriages, express wagons, washing machines, etc., having in mind, not only the profit derived from their sale, but a belief that the greater number of persons of different classes which he could attract to his store, the larger would be his sales of Hardware.

The success which has attended the sale of bicycles by the Hardware jobber, has led him to undertake the sale of another line, which has been sold by some retailers of Hardware for many years, but has been more largely confined to small drygoods stores, music stores, and to special agents, giving their entire attention to them. The line is that of sewing machines.

While the manufacture and distribution of sewing machines cannot be said to be in its infancy, the number of them which will be handled by the Hardware trade in the next decade, will surprise those whom the manufacturers have relied upon to market their output in the past.

While sewing machines have been declared a household necessity, they have been a luxury, owing to the large expense incident to their distribution. This expense, which has been added to the price, and which the consumer has been compelled to pay, has been a barrier to their introduction into many a home.

Sewing machines can be distributed through the Hardware jobber and the retail dealer of Hardware, at less expense than by any other class of merchants, and the machine which the consumer has been compelled to pay $50 to $65 for, is now being sold under the new method, at from $25 to $35.

The title of this article does not apply to the many jobbers and retailers who, during the past three or four years, have taken up this line with so much zest and satisfaction, but its object is to call the attention of those jobbers and retailers who have failed to realize the possibilities of this line, as a general trade winner and profitmaker. That many of our most progressive jobbers have been alive to their opportunities, as well as the retailers to whom the goods were sold, is evidenced by the fact that during the year 1893, a jobber in the Northwest sold sixteen carloads, aggregating about 1800 Machines. Several wide-awake jobbers in the Missouri Valley sold from six to ten carloads, while the King Bee of the hardware jobbing trade, sold over 6000 machines. The jobber who is acknowledged as the most progressive in the Middle West, has the distribution of twenty-two carloads to his credit.

The liberty taken in the recitation of these facts will be pardoned when it is considered that without them, the retailer of Hardware could not be impressed with the magnitude of the sale already attained, through this method of distribution, in which his fellow dealers and nimble competitors, have so largely participated.

The sale of sewing machines will not equal that of bicycles, but there will be some things connected with the sale of the former, which will partially, at least, compensate both the jobber and the retailer for the lack of volume. When a sewing machine has been sold by either class, the transaction is closed in the great majority of instances. This is not the case with bicycles, owing to the necessity of having to furnish defective parts, which, though they may themselves cost the jobber or retailer nothing, the expense of handling them and the transportation on same, which both are compelled to assume in many instances, affect the net profits of the business more than those think, who have not investigated the matter and kept a record of it.

One reason the sale of sewing machines cannot be as great as bicycles, is apparent. But one is necessary to each household, while several bicycles are frequently in use in one family. The life of a sewing machine covers a greater

Digitized by Google

period than that of a bicycle, because it is used with more care. It has often been said, there is no other article made whose value approximates that of the bicycle which is given more care, and which is abused to the same extent.

Another point favorable to the sale of sewing machines, and this especially applies to the retailer, is that there is no desire on the part of the owner to dissect it. This may be partly accounted for by the fact that sewing machines are used by women who, notwithstanding their proverbial curiosity along some lines, are not given, as is a man or small boy, to the taking of a bellows apart, to see where the wind comes from.

Many dealers are prejudiced against handling sewing machines, because their memory takes them back to the time when the prospective purchaser of a wheel could ask them more questions than they could answer, and were critical because of lack of knowledge regarding the goods. With a sewing machine it is very different. Place your sample line on the floor, and say to the first intelligent lady who enters your store: "I have just purchased a line of the celebrated ———— sewing machines. It is a line I have never given any study. I would like to have you take this chair, and see what you think of them." This lady will tell you more about that sewing machine in ten minutes than many of the best informed representatives of the jobber or manufacturer could tell you regarding it, in an hour. It is often good business policy to admit your ignorance to the purchaser of a machine, while it is suicidal to do it in the case of a bicycle.

One of the attributes of a successful sewing machine salesman is to secure from the prospective purchaser, their ideas as to what particular features they desire in a sewing machine, and then endeavor to show them that the machine before them, possesses all the features mentioned, in addition to features possessed only by his machine.

This innovation, like the present wave of prosperity, had its inception in the West, and is moving Eastward gradually and surely.

It offers to the retail Hardware dealer of all sections of the country, a larger margin of profit than can be made in the future from the sale of bicycles, and fortunate is the dealer who grasps the opportunity, at once, realizing that the margins will be greater in this line in the near future, than later, when competition has greatly increased.

Indianapolis, Ind. CHAS. W. EMERY.

Hints for Employers.

At a recent social function connected with an American manufacturing firm—a machine-tool company—one of the proprietors made some remarks that are deserving of consideration by employers generally. He declared that the good will of the employes is a tangible asset, incapable of being shown on the books of any concern, but a value to be measured in profit or loss as it is present or lacking. "I believe," he added, addressing the workmen, "we have your good will and loyalty, and I assure you that you have ours. We do not believe in 'rules and regulations,' as usually understood, as you know by their absence in our shops. Were I to choose one word to write over every lathe, planer, milling machine and bench, it would be the word 'quality,' and I would have it apply in every sense. If I were to ask each of you what company stands at the head of the machine-tool industry, I guarantee that ninety-nine out of one hundred would name the same company. Their methods, from their packing to their salary list, have for a long time indicated quality. Let us pursue this object, quality, as one we are determined to attain, and having attained it in the fullest sense, we will be enabled to reflect with satisfaction upon our efforts."—*London Coal and Iron Trade Review.*

Samoa's set back. When Yale lost the three boat races in one day, it looked as tho' the same oars got a set back.

Genuine Worcester Roofing Plate.

An advertisement in our columns, this issue, calls attention to an important arrangement recently perfected by Merchant & Co., Inc., of Philadelphia, Pa., having reference to the superior brand of roofing plate known in the metal market as "Genuine Worcester."

Until 1890, tinplate was made exclusively in Wales, but subsequent to that date the industry began to grow in the United States, and up to the passage of the McKinley tariff, the Worcester plate had the largest sale of any plate in the world, but as it was not made here, its sale in America fell off as the domestic product increased.

Merchant & Co., Inc., Philadelphia, New York and Chicago, have just completed arrangements with the Upper Forest & Worcester Steel and Tin Plate Works of Wales ior the exclusive manufacture and sale of the justly celebrated Worcester brand of roofing plate, and they are now prepared to supply it promptly.

There have been quite a few private brands sent out as Worcester grade, but these are vastly different from the genuine Worcester now offered. These Worcester grade plates are frequently made thinly coated by the acid process, while the genuine Worcester is claimed to be made absolutely with the palm oil flux, is heavily and perfectly evenly coated, is carefully assorted, and every perfect sheet is resquared and stamped with the brand and thickness.

It may go without saying that the excellence of the genuine Worcester brand as established by the old Welsh makers will be fully maintained by the above well known house.

Cushman & Denison's New Location.

The firm of Cushman & Denison, the well known and progressive makers of the "Perfect" and other oilers, seem to have almost a corner in that line of popular specialties, and are deserving of special mention.

The firm was established in 1883. Although this is but sixteen years ago it is to day one ot the oldest firms in the bicycle trade, the majority of the present companies being comparatively new concerns. The head of the firm and managing man from the start is Joseph W. Cushman. Away back in the days of the old "ordinary," Mr. Cushman saw the need of a good oil-can for bicyclists' use, and from that time to this has used every effort to produce an oiler that is highly regarded by the trade, having become extremely popular. As a result the present generation of riders is not annoyed with the clumsy and leaky oilers that made life a burden to the first converts.

Cushman & Denison still make a specialty of oil-cans, which are recognized as good sellers by almost the entire bicycle trade. Their "Perfect" oiler is too well known to all riders to need any description. It has been constantly improved from year to year and continues to be used with nearly all the really high grade wheels. This firm also make the "Star," "Leader" and "Gem" oilers for lower priced or medium grade wheels. These oilers, being low in price, have had a widely extended sale.

Cushman & Denison have just removed to their new building Nos. 240-242 West Twenty-third Street, where they have greatly increased office and storage facilities. Their factory, however, will still be in Connecticut.

Few better evidences of the prosperity of the country can be given than the gain so noticeable in bank stocks, this, coupled with the growing interest rates on call loans, showing greater use is being found for the money surplus and with the lessening number of commercial failures, all point to an unprecedented state of affairs to welcome in the last six months of a year of promise and profit.

Digitized by Google

HARDWARE TOPICS BY THE WAY.

Activity in the Hardware and iron branches continues unabated, and it is evident that it is not due to transient causes. Prosperity has simply rehabilitated itself. The unprecedented demand in some lines, especially builders' Hardware and structural iron, has been the foremost fact in the year's record thus far; hence, the unpreparedness of the producing agencies. Now, since confidence has been fully restored, however, the question of getting supplies promptly will soon adjust itself. New enterprises and expansion of old ones will quickly restore the equilibrium. The future effects of this over-activity, if continued, can only be surmised at present. As we have learned to deal with the present, and let the future take care of itsefl, we need but exercise ordinary caution, instead of letting scruples and omens impede the progress of this industrial kite.

Some trusts propose only to dispose.

Let the trusts take care of themselves. They have troubles of their own.

Short vacations are in order this season. Most of the jobbing houses have a sufficiency of orders ahead to keep all hands busy throughout the summer. Some of the Hardware manufacturing plants are running night and day to clean up out-dated commissions and contracts and immediate rush orders, and the workmen will have to take their vacations between meals. Well, we have had enough of vacations since 1893, and are glad to continue at work to rid ourselves of that tired feeling superinfused *ad nauseam* by the perforce-economy regime of the depression.

Is it merely activity or a real, live boom? is the question which perplexes the industrial apostle. Well, there being no traceable speculative demand, the boom, if it is a boom, must be sound. And if it is a boom no other factor could have created it but the natural producing element of the country itself—the farmer. Well, farmers are not in the habit of overreaching themselves, no matter how prosperous. The last lesson of the depression still stands vividly before them, and, besides, the wholesalers' up-to-date credit system would prevent over-buying. The average farmer is of an economical turn of mind; the percentage of ignoramuses who are susceptible to every sharp practice, has been minimized through the propaganda of our ubiquitous newspapers and trade press. The facilities of the electric age have brought him into close contact with the pulse of the distributing markets themselves, and there is little danger of the great majority of farmers and other producers overstepping the safe lines of the modernization plan, expending their money and hypothecating their resources for improvements other than necessary or tending to ordinary comfort and happiness.

A Western Hardware dealer is so patriotic he will use nothing but Manila paper for wrapping purposes.

To judge from the manner the fire works stocks are being cleaned up, our national fireworks day is the red letter date in the annals of our revitalized trade history.

The outgoing century is going out fitfully. All's well that ends well.

The army of trade journal advertisers of America leads the world in enlightenment and originality. It's the avant courier of our international commercial conflict.

The nail trust has nailed the lie of its early collapse. Well nailed, sticks.

A Kansas wholesaler employs nothing but paper, boxes and other packing material of national tricolor hue. The house sails under the motto, "Watch our colors, and you can't go amiss." The firm intends to have its title legalized into Red, White & Blue. Said the senior member: "We propose to carry the banner in this territory, and are not afraid to show our colors. We have adopted this barber-shop complexion because we intend to shave clean all competition."

"Why have you named this style of pick and shovel, Filipino?" was asked of an Indiana manufacturer. "Because they won't wear out until they have dug their last ditch."

Some of the automobile manufacturers will petition the post office authorities to adopt their vehicles in the collection and delivery service. Great heads! They could not have selected a better medium of attest.

It is predicted that the tricycle for adults will supersede the bicycle for all purposes of recreation, fresh-air jaunting, convalescents, invalids, business and professional purposes in a few years when the American people realize that greater ease, less exertion, more safety and less haste are more conducive to a happy life.

A Western dealer sunk an artesian well under his store in order to give practical tests of the various pumps he carries.

From an ad.: If you need a pump, pump us. We are the fountain spring of information. Though we represent force pumps, our prices will enable you to pump or repump your needs with the greatest ease.

A manufacturer terms an anti-nail rust preparation, coffin nail embalming fluid.

"We are not in any combine, and we don't care who knows it," is the manner in which a Western Hardware manufacturer preludes his ads. and office stationery.

A Western dealer specializing saddlery and carriage Hardware has trimmed his window to ancient and modern notions. The display includes the horse bit up to its modern evolution of the curb and snaffle, saddles and appurtenances of all ages, in reality or portraiture, snaps, harness, bolts, clamps—in short everything of interest to the respective trades. The museum attracts thousands, and has been both prolific of free newspaper advertising and transient patronage.

From an ad.: Thousands of dollars are annually wasted in waste oil—all due to defective oilers. Modern manufacture has produced a perfect oiler, yes you will buy the oiler which is the cheapest. You thus place the wrong economical principle before the right. Come and attend our oiling exposition. It will pay you to become acquainted with the differentials. With what you will save by employing a perfect oiler, you can oil up the inner man, morning and night caps included.

From an ad.: Men's modern head gear is abominable. It's both uncomfortable and injurious to correct bodily hygiene. In short it is devoid of the proper principle of ventilation. We don't sell ventilated hats of our notion born, but immaterial, but handle all sorts of ventilators for the dwelling, business house and factory, because in them the problem of proper ventilation has been solved. Come in and let us ventilate our ideas with substantial facts, and we can manage to get along without ventilated hats.

From an ad.: If you want an axe, "ax" us. New axes may hew well, but old ones are the best. We mean the old process axes. We split the difference in the price rather than have you split your toe.

An Idaho man's motto, "We are not infallible but handle all the perfect things in the market."

A Western inventor has constructed a boat which is a

Digitized by Google

swimming basket, pure and simple. He names it *The Moses*. Who can beat America in originality?

From an ad.: Get out your corn, hedge and tobacco hook. Does it look modern? If not, "get on your sinew," or buy a new hook. The new hook embodies the sinew and saves yours. You are no longer required to put your sinew on edge, bevel your nerve and sharpen your vision. The new hook is edged sharp and beveled sinuous.

From an ad.: To the economist: What's the use to buy a check with a spring hinge, when you can buy both in one in the checking spring hinge at practically one price? Besides, the independent check and spring hinge do not work in harmony as a rule. They make too much noise. Let us show you the latest check spring hinge. If we can't convince you, we'll sell you the hinge and check separately.

Cleveland, O., June, 1899. JOHN B. RINDFLEISCH.

Growth In Our Exports of Manufactured Goods.

The remarkable growth in the exportation of manufactures has led to the preparation by the Treasury Bureau of statistics of a series of tables showing the value of each class of manufactures exported in each year during the decade and the amount of each class sent to each country. By this process it is practicable to determine the trend of our foreign trade in manufactures, both as to the class of manufactures most demanded abroad and the countries which are proving our best customers.

That this subject is one which justifies a careful study is apparent in view of the fact that the exportation of manufactures has more than doubled in the last six years, more than trebled since 1880, more than quadrupled since 1870, is more than eight times as large as it was in 1860, and in 1898 and 1899 for the first time in our history exceeded the importation of manufactures. The exportation of manufactures in the fiscal year about to end will average more than one million dollars a day for each business day of the year.

A study of the figures which cover the details of the ten years' exportation of manufactures shows that the total value of our manufactures exported has increased 110 per cent. in the decade, while an examination of the exportation of manufactures by other countries fails to show any considerable percentage of increase in any of them during the same period. Great Britain's exports of manufactures show no increase since 1890, the earliest year at which a separate statement of manufactures exported is attainable, while her total exports of domestic products (of which manufactures form about 86 per cent.) shows no increase in value in the decade 1888–97. From France the exports of manufactures show an increase of but 10 per cent. in the decade 1887–96, Germany 13 per cent., Switzerland 6 per cent., Netherlands 3 per cent., and Austria-Hungary and Russia a loss, while, as above indicated, the exports of American manufactures in the decade 1889–98 show an increase of 110 per cent., and in the year 1899 will be about three times that of 1879.

An examination of the details of our own exports of manufactures shows that it is in the production, manufacture and exportation of metals that we seem to excel. The history of nations and peoples shows that great classes of people frequently excel in certain industries, and the growth of our exportation, as well as our domestic production of manufactures seems to point to metals as our most successful line of work, at least at the present time. In 1889 manufactures of metals formed less than 20 per cent. of our total exports of manufactures, while in 1898 they formed over 44 per cent. The increase in exportation of metals and manufactures thereof in the decade 1889–98 was 339 per cent., while the increase in the exportation of all manufactures in that time was but 110 per cent. and the increase in exportation of manufactures other than those of metals during that time was but 55 per cent. In this estimate of the exportation of manufactures of metals only those articles composed exclusively of metals are included, those made up in part of metals, such as railway cars, agricultural machinery, etc., being included among the other manufactures. The rapid increase in the exportation of manufactures of metals is shown by the fact that the exports of brass and manufactures thereof in 1889 were but $321,137 and in 1898, $1,320,093; instruments for scientific purposes increased from $1,033,338 to $2,770,803, and in the year about to end will reach nearly $4,000,000; cycles, of which there were no exportations in 1889 amounted to $6,846,529 in the exportations of 1898; clocks and watches increased from $1,355,319 in 1889 to $1,727,489 in 1898; zinc and manufactures thereof, from $28,684 to $1,339,668; copper and its manufactures, from $2,348,954 to $32,180,872, and iron and steel, from $21,156,077 in 1889 to $70,406,885 in 1898, while in the fiscal year 1899 the total will exceed $90,000,000.

Another interesting fact developed by an examination of the figures is that the European countries in which manufactures have long been established furnish as satisfactory a market for our manufactured goods as do the countries where manufacturing has not yet been largely developed. In reapers and mowers, clocks and watches, sewing machines, bicycles, and the various manufactures of iron and steel, and many other articles of the higher grades of manufacture, the European countries in which manufacturing plants and machinery, and skilled workmen abound, furnish a market for a large share of our exports, thus failing to justify the expressed fear that a development of manufactures in countries where we are now seeking a foothold for our commerce would destroy their value as a permanent market.

How Plate Glass is Bent.

"The demand for plain and bevelled-edged bent glass is increasing in this country every year," said a manufacturer of the material in New York to a writer for the *Washington Star* recently. "This kind of glass is now made to suit any and every desired curve, and it is largely used not only for show cases, but forming conservatory roofs, the front and bent windows in carriages, steamboat pilot houses, store and house fronts, in buildings where domes and skylights are needed and for a variety of other ornamental and useful purposes by cabinet and furniture makers. It is made in sizes varying from 1x12 feet to 12x15 feet, and even larger, and it costs only about 50 per cent. more than the ordinary flat glass."

"How is bent glass formed?"

"The glass is not made at the bending factory. It is merely curved by us to suit the requirements of the trade or to meet some special order for the material that is not obtainable in the market. The glass, of whatever kind or size it may be, is placed in its finished state upon the top of a massive steel mould having the desired form or curve. The mould, which is mounted on wheels, is then rolled along a track on the floor to the kiln. When the glass reaches the kiln it is there subjected to a temperature of 1800 degrees, and in this intense heat it does not melt, but soon becomes so soft that it sinks by its own weight into the shape of the mould beneath. In its soft and bent condition the glass is left in the kiln to anneal and cool slowly for from twenty-four to thirty-six hours. At the expiration of that time the mould is rolled out of the kiln and the glass, if properly curved, is removed from the steel bed. The great heat to which it is subjected does not in the least disturb the polished surface of the glass. But, despite the exercise of every precaution, a great deal of glass is broken in bending, and these accidents add very materially to the cost of the article."

The political candidate who is still a road reformer after election, is to be preferred.—*L. A. W. Bulletin.*

Digitized by Google

HISTORY OF "HARDWARE."

There hangs in a conspicious position in the office of *Hardware*, framed and carefully treasured, a battered and somewhat worn bundle of newspaper leaves, that saw eventful service in the early days of 1890. They constitute the "dummy" used by Archibald Paull Mitchell, to illustrate to the Hardware world, the new journal which he had conceived, but which was then only in the early process of creation.

He had looked about him, and been impressed with the fact that there was a wide opportunity for active trade-journalism in a field by no means fully cultivated. The growth of American Hardware manufacturing had been tremendous in recent years, and bade fair to be greater in years to come. That there was need for further service to these great industries in the newspaper line, was a self-evident proposition, and the foundation for *Hardware* was then and there laid. That there was need for something of the kind was fully shown by the success of the new venture.

Mr. Mitchell chose his title wisely—one that stood with force and distinctness for the thing it was intended to represent. He made up his "dummy" of a convenient size, went out upon the war-path and touched hands with success from the very first. The trade responded generously. He was soon convinced that his review of the situation had been wisely taken. His diagnosis of the case was correct. On April 10th, 1890, the first number saw the light of print, and on the 10th and 25th of each month, from that day to this, there has been added one more number to the ever-growing list.

There are some familiar names upon the first page of that framed "dummy," hanging upon the walls of this office to-day. In the upper right hand corner, is the long-familiar name, "Union Metallic Cartridge Co." The enterprising managers of that great concern saw their chance by securing a fine position permanently, and that space has belonged to them from that day to this, without a moment's interval. Other names seen upon the same page are those of J. P. Kenworthy, Hardware," "Thomas Chalmers, Hardware," the "Connecticut Motor Co.," of Plantsville, Conn., and "H. Lamarches Sons, zincs." Across the bottom of the page, the space was reserved for the use of the Manufacturers' Advertising Bureau, whose manager, Benjamin R. Western, saw thus early the advantages offered by the new publication, and who has been a consistent and enthusiastic supporter of *Hardware* ever since.

The initial number of April 10th was an unqualified success. An examination of its pages shows the names of many men and concerns which were then prominent in the Hardware world, and still occupy a prominent place in the ranks; the names of some companies which were then prominent, but have since disappeared by dissolution or absorption. There are also found quite a number of cards which are still prominent in *Hardware*, a tribute not only to the stability of the houses, but also to the continuous and proved value of the medium which they then selected as a pure matter of faith in the promises of Mr. Mitchell. Among these latter may be named the Union Metallic Cartridge Co., Fuller Bros. & Co., Van Wagoner & Williams Co., Waterbury Brass Co., John A. Roebling's Sons Co., (now the New Jersey Wire Cloth Co.); Stanley Rule and Level Co., W. S. Estey, Plume & Atwood Mfg. Co., Sargent & Co., the Gilbert & Bennett Mfg. Co., Clinton Wire Cloth Co., Coates Clipper Mfg. Co., John Chatillon & Sons, the Yale & Towne Mfg. Co., and the Coes Wrench Co. In the several succeeding issues we see a rapid addition of names showing that the new venture had commanded respect and won support from the very start. Among the cards thus added and still found in the columns of *Hardware*, the following may also be named: Charles Morrill, the Chieftain Co., (now F. E. Kohler & Co.); the Holmes & Edwards Silver Co., the Smith & Egge Mfg. Co., the Stanley Works, J. Stevens Arms & Tool Co., Tower & Lyon, Union Hardware Co., the Armstrong Mfg. Co., L. Boardman & Sons, Bruce & Cook, John H. Graham & Co., Atlas Mfg. Co., the Wm. Rogers Mfg. Co., the Standard Tool Co., the Storm Mfg. Co., P. J. Conroy & Co., the Ausable Horse Nail Co., the Cronk Hanger Co., etc., etc. It is a grand commentary upon the value of a journal that can hold houses like these, from year to year.

In the initial editorial announcement of April 10th, there were no boasts, and not many promises made; but such as were made, have been abundantly fulfilled. "The Hardware dealer," it was declared, "needs a journal which shall record new inventions, while reporting the prices prevailing for goods already in the market, and which shall be an exchange for experiences and suggestions by retailers. It should be a journal, also, through which the Hardware manufacturers can readily attract the attention of the jobber and retailer to his wares, and from which the inventor may derive suggestions of new mechanical wants to be filled. Last, but not least, the representative Hardware journal should be written for a national circulation, so that whoever would speak to the trade through it, can hope to cover the whole country. Such is the field which the publishers of *Hardware* have defined for it."

The history of the journal in these nine years that have passed shows that this conception of the purposes and uses of a trade journal have been carried into certain effect.

The chief factor in the fortunes of HARDWARE from the beginning until his lamented death in 1896 was Archibald Paull Mitchell. He was the founder and general manager, and his wonderful personality did as much as any one thing in making the journal a success in those days of uncertainty. The editorial management was placed, at an early day, in the hands of Hawthorne Hill, an accomplished journalist who wielded a graceful pen and was a thorough student of economic and other public questions. He was succeeded by James H. Kennedy, in August, 1891, who remained in editorial control until July 1st, 1899, when he resigned and was succeeded by Henry Hopkins, who had filled the position of associate editor for several preceding years. On the death of Mr. Mitchell, Mr. Kennedy became business manager as well as editor, which position was assumed by Warren C. Brundage, in June, 1899. In this brief resume we have outlined the very few changes which have occurred in the management of HARDWARE.

An examination of the columns of the initial number shows that a wide field was covered in a very able manner and that a variety of subjects was offered for the consideration of the trade. One theme discussed was the pay due the laborer; another was the success of American Hardware in New Zealand; one urged the combination of stoves with the general Hardware trade; there was news as to a combination of exporters; a suggestion as to how goods should be handled for sale abroad; a review of the progress of the ten preceding years; an article on every-day electricity; an article on the lock-jobber; several

Digitized by Google

pages of trade notes ; a department of "New Goods in the Market," profusely illustrated ; a list of recent Hardware patents; a review of the Hardware markets, etc. Surely this was a *menu* sufficient to whet the appetite for the things that were to come. In all its history the purpose of HARDWARE has been to keep in touch with all the developments of the Hardware trade and to record the movements and changes in that trade—a worthy and ambitious purpose, which we feel safe in saying has been carried out.

Dr. W. P. Wilson.

Dr. W. P. Wilson, Director of the Philadelphia Museums and Director General of the National Export Exposition, received his early training through his own efforts and in the common and higher schools of Michigan. His taste for botany and natural history was considerably fostered by a course of study in the Agricultural College of Michigan. At a later date he received a degree from Harvard University, where he was instructor in botany for several years.

He was born in Oxford, Oakland County, in the northern part of Michigan, which was then practically a wilderness forest. The nearest neighbors were tribes of Indians. His early life was spent in farming. At a later date he entered



DR. W. P. WILSON.

a large plant in the West for manufacturing agricultural implements and machinery.

In 1893 he conceived the idea of founding a Commercial Museum with the raw product exhibited by different nations at the World's Fair, at Chicago. He secured the authority of the city of Philadelphia, and succeeded in having donated to the proposed museum the large collections exhibited by nearly every country, especially the Spanish-American countries. Dr. Wilson is a careful worker, and it is through his care and forethought largely that the successful plan of organization of the Philadelphia Commercial Museum has been carried out.

The National Export Exposition is under the direction of the Commercial Institute and Franklin Museum.

Brigadier-General Greely, chief of the United States Signal Corps, has invited proposals for furnishing the army with three electric horseless carriages, and experiments will be carried out with them near Washington. Gen. Greely thinks it will be possible for these carriages to pay out wire promptly between two points so that telegraphic and telephonic communications can be readily opened. If the experiment is successful, carriages will be used for other purposes by the Signal service.—*Scientific American.*

It has been decided that the Fisheries and Forestry exhibit of the United States at the Paris Exposition shall be utilitarian only. An exhibit of natural fish will be avoided, but tinned, preserved and dried fish, and fishing tackle will make the department of Forestry and Fisheries one of the most attractive sections in the United States division at the exposition.—*Scientific American.*

Recent Trade Publications.

MERIDEN CUTLERY CO., Meriden, Conn. Catalogue No. 11 of their finer line of table cutlery, staple goods and novelties of their manufacture.

HOLMES & EDWARDS SILVER CO., Bridgeport, Conn. Catalogue No. 25, covering a large line of knives, spoons, forks, etc.

HAYES PUMP & PLANTER CO., Galena, Ill. Catalogue of agricultural implements.

SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass. Ice and roller skates, ankle braces, skate sharpeners, etc.

TUCKER & DORSEY MFG. CO., Indianapolis, Ind. Catalogue of Hardware specialties, wooden ware specialties, including saw frames and bucks, alarm tills, towel rollers and racks, stove trucks, etc.

UNION CARRIAGE CO., St. Louis, Mo. Catalogue of buggies, phaetons, surreys, spring wagons, etc.

J. E. BOLLES IRON & WIRE WORKS, Detroit, Mich. Pocket edition catalogue made up from their larger one.

HERMANN BOKER & CO., No. 103 Duane Street, New York. Catalogue of the gun department showing double barrel shot guns, repeating shot guns and rifles, together with trade price list of ammunition, cartridges, shells, etc.

WHITMAN & BARNES MFG. CO., Akron, Ohio. Illustrated booklet of machine shop, mill and factory supplies and mechanical rubber goods.

PARKS & PARKS, Troy, N. Y. Catalogue of Hardware and house furnishing specialties.

COLEMAN HARDWARE CO., Chicago and Morris, Ill. Catalogue of hangers, hinges, casters, sash balances, etc.

Cuban Exhibition of American Wares and Merchandise.

The Cuban Exposition & Trading Co., No. 11 Broadway, New York, has been formed recently to open in Havana an exhibition of American wares and merchandise and also to establish permanently an export commission business. The company, having valuable Cuban trade connections, provides progressive American manufacturers and dealers with the most desirable and exceptional opportunities for establishing an extensive market in Cuba for their wares and merchandise. The company at present are in possession of a fine three-story stone building on Mercaderes Street, which is located in the banking and business portion of the city of Havana, and is especially adapted to the purposes designed, being attractively and suitably arranged according to modern methods and attended by a number of experienced salesmen thoroughly acquainted in Cuba and familiar with the Cuban manner of transacting business, covering all the local requirements and other features of the export trade. Ample space is given for floor room, shelving and show cases, and exhibitors will be provided when necessary with private business rooms and offices, which can be obtained for a reasonable monthly rental, and which would also include a contract for pushing the sale of all goods represented in every part of the island.

The exhibition opens in Havana on the 10th of July at the company's Exposition Building, and it will be found by those interested to be the most effective establishment in Cuba for the perfect development of an extensive business.

Attention is called to their announcement on page 38. The following gentlemen are represented in the company as officers and directors: Edwin B. Hay, president, Washington, D. C.; Pedro Casanova, vice-president ; R. R. Lanier, vice president; C. H. Worthen, secretary; Howard A. Springett, J. H. Grant, E. A. Wright and E. S. Burrows, directors.

Digitized by Google

COGITATIONS OF A COMMUTER.

It must have been an emissary from "auld clootie," that originally suggested tickling the vanity of the people by placing a mirror on the ferryboat. Just watch the crowd of folks as they meander by, and you will find the homeliest human being that ever wore trousers, the scrawniest old maid that ever cautiously carried her rubbers in her hand bag, the downiest chinned youth that ever wore an up-to-date collar, and the dowdiest old dowager that ever made her son-in-law pass sleepless nights, all move to one side as they pass the mirror in order to gaze upon their forbidding visages in all their naturalness. I sometimes wonder if they expect to find it rejuvenated and made for human association. They surely cannot plead vanity as a controlling motive.

Did you ever sit alongside of one of those self-important individuals, who with one cent's worth of a daily paper in his hands, insists upon spreading out the fourteen columns of two pages in order to read the paragraph here and there which suffices as food for his mental equipment? He will surely shut out most of the daylight from your own reading, almost punches you in the jaw with his erratic movements, firmly believes you are crowding him unnecessarily, though your proportions may be only half of his, wonders why you don't put your package—(which quite appropriately is one of the "zig-zag journeys," wrapped up)—in the basket overhead, and makes himself, and you as well, uncomfortable generally. We all know him.

An open screen door and a woman talking through it, at the Erie Railway restaurant recently, made me think it was a great deal easier to find a man who can talk with satisfaction to himself through any kind of a hat, than it is to find one of the opposite sex, "uncertain, coy," etc., who can talk through the wire of a screen door and feel that she was doing justice to her conversational ability. It doesn't seem as though it had the same effect to tell her husband not to forget to "mail that letter," or "telegraph to mother," without opening the screen door half way. There are always some people who firmly believe a wire screen keeps out the air as completely as a closed shutter, and they would prefer to get acquainted with the "swamp angels with stings and wings" rather than have a screen "between the wind and their nobility."

Of all the heart rending sights that appal our reasoning faculties and blur our visual orbs to sightlessness, is to find some travel-struck idiot lugging around everywhere a dust-begrimed dress suit case of the "has been" or "also ran" order, splotched all over with a dirty lot of foreign hotel and railroad labels, modern "tickets of leave" that are redolent only of compulsory tips. One of these "world girdlers" was on the train the other day, cuddling his grip as though it was a year old baby, and I couldn't help but think how many there are who return from an initial trip abroad, with a reminiscent flavor of tasted vintages, fitly characterized by this chromatic assortment of poor printing adorning a poorly made grip that must have "cost a guinea, in dear old Lunnun, don't yer know."

Did you ever try to get your commutation ticket with just a little more alacrity than usual? If the dealer in monthly pasteboards happens to feel a little off, how he can exasperate you, knowing you've got to grin and bear it until he gets good and ready. We've got a slow and easy specimen at our station, whose fingers are all thumbs and who takes forever and a day even to hand out a time table. He was built to be a first-class right bower to a consumptive undertaker, a job where the boss would have heart failure if he hustled any harder than three knots an hour. The other evening I kept a hack, holding another passenger, waiting for me to get my new "set of dates." I told Cabby I'd "be only a minute," but I was mistaken. Would you believe it, because I said "Heigh there; get a move on," or words to that effect. he moved as lively as a plumber on a catch job, trying to make a half day's time out of a quarter day's work. I thought he must have learned his business of ticket selling at the box office of a church fair. I got my ticket before bed time, but the other passenger in the waiting hack, said "he guessed he'd walk home as he was afraid he'd be locked out;" of course, Cabby looked to me for his lost fare. He's looking yet.

What do you think of the man who believes the seat opposite was made to put his dirty shoes upon? I suppose we've got to call him a man, although I think if he'd been sold the other day with that job lot of Central Park animals, he would have made the Zebu blush. To sit beside one of this kind of cattle and have him reach over and turn a seat so he could plant his muddy feet on the plush cushions, makes me think his door step at home is destitute of a foot scraper, and free from a door mat. I fail to have any patience with this inconsiderate tribe and am constantly trying to restrict their privileges. I think if any mode of conduct gives away the neglected amenities of a man's early life, this single dirty feature of a lack of decency will do it promptly. May his clothes sit loosely on his lazy form, and be as full of an antique shine as though they had been polished with Enameline!

Did you ever notice what a difference exists between the varying methods of the conductors, in their relations with the passengers? I have often wondered what particular faculty some of them possessed to receive the dignities so important a personage bears upon his manly brow. Even in the collecting of tickets and punching of the pasteboard, the styles are many and various.

One of the open-and-above-board kind, the kind that would succeed in any line of business, opens the door and slams the other door at his right, so that you know he's "on deck"; possibly he adds the word "tickets" in a firm, no-fooling tone of voice, that says, "Look alive now, and don't keep me waiting," then starts through the car, grabs the commutation ticket and gives it a punch, doesn't seem to care where the punch lands, so long as it leaves a hole, which it does; then zig-zagging through the car he corralls everything that comes his way, from the "ten trip" sample to the Siamese twin excursion ticket. This particular specimen has a jaunty, sporty air; you feel confident he reads the details of the latest prize fight—I beg Chief Devery's pardon, I mean boxing match—he can tell you if Brooklyn still leads or not, knows the name of the winning yacht almost as soon as the Associated Press, in fact he may be considered quite up-to-date. Knows all the lady commuters so he can pass the time of day, even gets off at the station and assists in the descent of Venus. He's one of the approachable kind, we all know him. If you left an umbrella in the car, he's the man you would ask about it; or you would seek the correct time, the cause of the inexcusable detention, or any of the ordinary queries, only from our genial friend, this affable, genial, breezy conductor.

Digitized by Google

Current Comment From Our Contemporaries.

The *American Artisan* calls attention to what ought to be a self-evident fact: "The business world recognizes the fact that our colonial administration and our consular system should be divorced from politics. The men who are sent out to administer justice and collect duties in our new possessions should have a longer tenure of their offices than is accorded by the shifting changes of American politics. The value of a consular agent to the commercial world increases with each succeeding year, and it is folly to recall a man just as his real usefulness is beginning and replace him by another man whose principal qualification for finding opportunities for the furtherance of American trade lies in the fact that he delivered the delegates in his primary district."

Farm Machinery takes an opportunity to give some of the dealers' associations some good advice: "It matters not how energetic and efficient the officers of your association may be, their efforts will fall short of the best results if the members do not keep alive to the association's interests and lend their assistance. Because a member has no grievance of his own to report is not grounds for inactivity. So far as the association undertakes to look after the interests of individual members, just that far each member is interested in every other member's business affairs, and it is not only his privilege, but his duty to call a brother dealer's attention to any irregularities whether these directly affect his own business or not."

The Hardware Trade calls attention to the fact that in Port Huron they do their business in the evening. "It is common, these progressive days, to read of resolutions by retail merchants to close stores evenings, but it is rare that the backward step is taken from closing to opening. This has occurred at Port Huron, Mich., however, where after ten years of evening closing, the merchants have decided to keep open store every evening. The reason given is that some of the smaller stores on the outskirts keep open, and for protection the business center must follow. Better organize and keep shut. No large store can afford to keep open evenings because a small store does. It isn't necessary on the ground of protection to self-interest."

The Iron Trade Review thinks a late "new idea" is a good thing. "The proposition under consideration for the manufacture of billets from old steel rails, at the McKenna mill for re-rolling rails, at Joliet, Ill., has suggested further possibilities in the use of re-worked material. Under the present scarcity of steel billets—a condition that is not likely to be changed in the near future—any augmentation of the supply by converting what has outlived its usefulness into a new and merchantable form, will be just so much relief to a strained situation."

The Metal Worker in regard to anticipating any lower prices this year says: "Under conditions, brought about wholly by the operation of the natural laws of supply and demand, it was inevitable that the prices of all goods of iron and metal manufacture should be marked up to correspond with the advance in the raw material. Thus nearly all the materials and supplies used in the trade, represented by this journal, cost from 50 to 100 per cent. more than they did at this time a year ago. Furthermore, judging from present conditions, there is no likelihood of lower prices this year, while on the other hand, they may go still higher as scarcity develops in certain lines. There is no sign of any check in the consumption of products and stocks of both raw materials, and manufactured goods are generally light throughout the country. The second half of 1899 promises to show at least an equally large volume of business with the first half of the year."

The New York Tribune fully belives that "In this country there is going to be competition for every monopoly, partial or complete. The more it advances prices to the detriment of customers the more certain it is that somebody will get into the field to fight. It is always a costly operation, but in the end the big monopoly has to pay the cost. The New York Central will carry for half a century or more a big annual interest charge, because some persons thought it would pay to build the West Shore and make a fight against the trunk line combination. Whether they gained much or nothing by that venture, they were able to drive the great railroad, with Mr. Vanderbilt at the head of it, into a bargain which has cut down the dividends of the New York Central ever since. The industrial combinations are not less vulnerable because they can work more in the dark. Every one of them which rules prices above the cost of outside production is liable to have a merciless competitor on its heels any day, and at times one which cannot be bought off as the West Shore was by the Vanderbilts and the Spreckels concern by the Sugar Company."

The *Stoves and Hardware Reporter* sees a big trade possible in our new possessions: "If any additional evidence were needed to prove that trade follows the flag it could be found in the remarkable increase of American exports to the islands which recently came under the benign influence of the Stars and Stripes. A few theorists still insist that commerce pays no attention to flags—but they are the same theorists who wearied their readers with so much drivel about the esprit de corps of the Spanish navy."

Interchangeable System in American Shops.

An important factor in America's industrial progress has been the extended application of standards. There are standard dimensions for materials; standard sizes; parts, and capacities of machines; standard gauges for close measurements; standard system of inspection and testing, and others. These different forms or methods of standardization have usually originated or developed in commercial and manufacturing activities, independent of any governmental instigation or control. This principle of standards, as carried out in individual American shops and factories, has developed the well-known "interchangeable system" of construction, which, by forcing attention and care upon little things has further specialized operations, and has stimulated the development of special machines to perform these operations to the end that the cost of production has been greatly reduced. Such standardization inside and outside of the shops also aids rapidity of production, inasmuch as standard material can be kept in stock to form standard parts or to complete standard machines, apparatus, or goods, all before these are even ordered. These results,—cheap production and prompt delivery,—in connection with a high grade of product, to which these methods contribute, are most powerful factors for securing and maintaining trade. Such influences are particularly active in America to-day.—[*Cassier's Magazine* for June.]

The Council of Rangitikei County, New Zealand, have placed an order with the Berlin Iron Bridge Co., of East Berlin, Connecticut, for a Highway Bridge consisting of a single span of 204 feet, designed to carry a distributed load of 1,500 pounds per lineal foot, or a road engine weighing forty tons. In transmitting this order the chairman of the Council says: "As far as I know this is the first order of the kind sent to the United States, and the experiment is being watched by other local Boards." The bridge will be a pin-connected structure on account of the ease and facility with which this class of construction can be erected in the field.

The greatest extravagance is the very height of economy—in road building.—*L. A. W. Bulletin.*

A good public road is every man's private joy.—*Ex.*

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: Business in anticipation of an active fall trade, is being rapidly adjusted on a basis of the advanced prices now prevailing in all branches of the industry. There will be less apprehension about the future during the next six months' business, less anxiety as to the receipt of goods ordered, and less speculation in reference to ordering an unnecessary over stock. Changes in price may not be of the radical character so prevalent in the spring, which became rapid and persistent; but will be found more regular and more nominal in extent, and less discouraging as to the possible outcome. Goods are being bought freely by consumers at satisfactory profits, based on advanced costs; and this has a tendency to make the dealer less clamorous for an impossible 5 per cent. extra discount, which he would like to obtain but cannot.

Wire Nails: The dealers having grown accustomed to an advance almost monthly, in this leading staple, have been anticipating something of the kind to inaugurate the current month, but the change in cash discounts seems to fill the bill for the present, and current prices, with that exception, remain as previously quoted, and are as follows:

To jobbers in carload lots	$2.35
" in less than carload lots	2.37½
To retailers in carload lots	2.45
" in less than carload lots	2.55

Terms: 30 days from date of invoice, net cash, f. o. b. Pittsburg.

New York prices are represented by the following:

To retailers, carloads on dock	$2.60
" less than carloads on dock	2.75
Small lots from store	2 85

Cut Nails: The market for cut nails has been perceptibly strengthened by a good demand which continues in very satisfactory shape. Prices have been advanced 10 cents a keg and the following represents the market. Quotations now made are f. o. b., Pittsburg as follows: Freight being added to make a net price delivered at destination.

To jobbers in carload lots	$2.10
To " in less than carload lots	2.15
To retailers in carload lots	2 20
To " in less than carload lots	2.35

New York business is active under the advanced prices, being quoted as follows:

Carload lots on dock	$2 25
Small lots from store	$2.50

Barb Wire: A good trade still continues the feature in the barb wire market, and the quotations are held firmly at the prices named in our previous issue, f. o. b., Pittsburg.

To jobbers in carload lots, Painted	$2.45
" " Galvanized	2.95
" in less than carload lots, Painted	2.47½
" " " " Galvanized	2.97½
To retailers in carload lots, Painted	2 55
" " Galvanized	3.05
" in less than carload lots, Painted	2 65
" " " " " Galvanized	3.15

Smooth Wire: Factories are gradually catching up on old orders and new orders are being booked for the coming season, the market being in healthy condition. Previous quotations remain without change, as follows, f. o. b., Pittsburg:

To jobbers in carload lots	$2 20
To " in less than carload lots	2.22½
To retailers in carload lots	2 30
To " in less than carload lots	2.40

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Stone and Market Wire: A gradual stiffening in prices is almost the weekly feature of an active market, the market remaining in anything but a full supply of leading goods. The following may be named as approximating current quotations of leading manufacturers.

	Discount per cent.
Bright or Annealed, Nos. 6 to 16	70 to 70 and 5
Coppered, Nos. 6 to 16	67½ to 67½ and 5
Galvanized, Nos. 6 to 16	67½ to 67½ and 5
Tinned, " 6 to 16	70 to 70 and 2½
Stone, Bright or Annealed, Nos. 10 to 26	72½ to 75
" " " " 27 to 36	75 to 75 and 10

Augers and Bits: The advanced prices determined upon by the makers of this line of tools, have been steadily maintained and manifest no weakness as stocks are by no means large. The following quotations represent the present condition of the market.

	Discount per cent.
Common Double Spur Augers and Bits	70 to 70 and 5
Nut and Boring Machine Augers	70 to 75
Car Bits, 12 Inch, Twist	60 and 10 and 10 to 70
Jennings' Pattern Auger Bits	60 and 10 and 10 to 70

Wood Screws: At a meeting of the Associated Screw Manufacturers, held on June 28th, the printed discounts on wood screws were agreed upon as indicated in the following announcement of the Russell & Erwin Mfg. Co., New Britain Conn., and New York.

June 28, 1899.

To the Hardware Trade: Until changed by us, our discounts for wood screws will be as follows, from our revised list prices of November 10, 1898, (page 2):

Flat Head Iron	82½%
Round and Oval Head Iron	80 %
Round and Oval Head Piano, Unpolished	80 %
Fillister Head Iron	80 %
Flat Head Brass	77½ & 10 %
Round and Oval Head Brass	72½ & 10 %
Flat Head Bronze Metal	72½%
Round and Oval Head Bronze Metal	70 %

Flat head iron screws, blued, 5 per cent. advance on net. We hereby withdraw and cancel all discounts and terms on screws made prior to date of this circular. Unusual assortments or excessive quantities of single sizes subject to special quotations. All orders subject to our ruling rates at date of shipment. Terms cash.—No prices guaranteed.

Yours respectfully,

RUSSELL & ERWIN MFG. CO.

Hobart B. Ives & Co.—Under date of July 1 Hobart B. Ives & Co., New Haven, Conn., announce the following discounts on Hardware of their manufacture, as shown in their 1899 catalogue, terms 60 days net, less 2 per cent. discount for cash in ten days:

	Discount. Per cent.
Window Ventilating and Mortise Door Bolts	62
Sash Locks, Wrought Steel, also with Bronze Metal Knob	62½
" " Wrought Bronze and Brass Metal	60
" " Cast Iron, also with Bronze Metal Knob	66⅔
" " Cast Iron Bronze and Brass Metal	65
Window Stop Adjusters	25 and 5
Sash Lifts and Shutter Bars	50

Registers and Ventilators: The manufacturers of Hot Air Registers under date of June 23d, announce the following discounts of Hot Air Registers and Ventilators. These discounts apply to the revised price list of 1899. The discounts quoted are intended for the Eastern territory, somewhat higher quotations being named for the Middle West and Pacific Coast sections.

Black Japanned Registers, Ventilators, Faces and Borders	discount,	40%
White, " " " and Faces	"	30%
Bronzed Finishes in imitation of Gold, Silver, Copper or Bronze.	"	40%
Nickel Plated	"	40%
Electro Plated in Brass, Bronze, Copper or Oxidized Silver	"	40%
White Porcelain	"	30%
Solid Brass and Bronze Metal	"	25%
Pedestal Registers	"	25%
Carved Ceiling Ventilators for Churches	"	30%
Dampers	"	40%
Chandelier Ventilators	"	30%
Summer Pieces	"	40%
Screens for Steam Pipes	"	50%
Slate Border Frames	"	50%
Soapstone Border Frames	"	30%

Terms 60 days, or 2 per cent. discount for cash in ten days:

Pumps: The market for cistern and kitchen spout pumps is affected by the increasing quotations on raw material. F. E. Myers & Bro., Ashland, Ohio, are now quoting 50 per cent. discount, f. o. b., Ashland.

Steel Wedges: The advanced quotation made July 1 on steel wedges is as follows: f. o. b. Pittsburg, square head wedges, oil finish, $3.70, axe finish $4 per 100 pounds.

Pruning Shears: Revised discounts on the line of pruning shears made by J. T. Henry Mfg. Co., Hamden, Conn. have been changed as follows:

Pruning Shears	50 and 5 per cent.
Orange	50 and 30 "
Grape	50 and 10 "
Tree Pruners	75 "

Digitized by Google



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

Steel Crow Bars: Under date of July 1 steel crow bars have been advanced, the quotation of 3½ to 3¾ cents base, f. o. b. Pittsburg, representing the market.

Petroleum Faucets: Prices on iron petroleum faucets have become considerably firmer, the present quotation being stated at 70 to 70 and 10 per cent.

Picks, Mattocks, &c.: These goods have been advanced under date of July 1, and are now held at 60 and 10 to 66⅔ per cent., in accordance with specifications required.

Bench and Fancy Planes: Prices have become firmer in this line of goods, and the market in a general way is represented by the following discounts:

Bench Planes, 1st quality	45 to 45 and 10
" " 2d "	50 to 50 and 10
Fancy "	40 and 5

Yale & Towne Mfg. Co., Nos. 9 to 13 Murray Street, New York, have revised their list prices on locks, latches, and miscellaneous Hardware, so as to substitute them for those in their price books Nos. 1 and 2. Revised prices on padlocks have also been made, all of which date from June 15, and render unnecessary the addition to invoices of the two ten per cent. advances announced in previous circulars. Regular trade discounts still apply to these sections of their price books; other list prices, not referred to above, and which have not yet been changed, will be subject as usual to the advances on net, as previously announced, with the exception of door checks, padlocks, cabinet and trunk locks and Yale night latches.

Cordage: While quotations at present are liable to change without notice, the market is in a healthy condition.

The following quotations may be said to represent the market at the present time.

Manila, 7-16 inch and larger	per pound,	10	to 10½ cents
" ⅜ inch	"	10½	to 11 "
" ¼ and 5-16 inch	"	11	to 11½ "
Sisal, 7-16 inch and larger	"	8¼	to 8½ "
" ⅜ inch	"	8½	to 9 "
" ¼ and 5-16 inch	"	9¼	to 9½ "
" Lath Yarn	"	7¾	to 8 "

The price of jute rope is 5½ cents.

Binder Twine: The market for binder twine is at the present time fairly quiet, and prices remain about the same as previously quoted, being represented by the following:

White Sisal, per pound	9½ cents
Standard, per pound	9½ "
Manila, per pound	10¼ "
Pure Manila, per pound	11 "

Linseed Oil: Prices without change. The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels	40 cents per gallon.
In lots of 5 barrels or more	39 cents per gallon.

The five barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 54 cents per gallon. Above prices are subject to change without notice.

Bright Wire Goods: The price list on these goods, established a short time since, failed to meet the approval of the trade which have become accustomed to larger discounts. The following new list has been agreed upon to supersede it, the trade discount on which as printed is 80 per cent. The new price list went into effect July 1.

BRIGHT WIRE GOODS.

Standard List Prices Per Gross, July 1, 1899.

Screw Hooks.

No.	Iron.	Brass.
0	$10.50	$90 00
1	9 00	75 00
2	7.50	60 00
3	6.45	45.00
4	5.25	36 00
5	4.50	27 00
6	3.75	22.50
6½	3.00	19.50
7	2 55	16.50
8	2.10	13.50
9	1 95	10.50
10	1.80	8 25
11	1.65	6.00
12	1.50	4.50
13	1 35	3.75
14	1 35	3.00

Square Screw Hooks.

No.	Iron	Brass.
100	$10.50	$90 00
101	9 00	75.00
102	7.50	60.00
103	6.45	45.00
104	5.25	36.00
105	4.50	27.00
106	3.75	22.50
107	2.55	16.50
108	2.10	13 50
109	1.95	10.50
110	1.80	8.25
111	1.65	6.00
112	1.50	4.50
113	1.35	3.75
114	1.35	3.00

Iron Cornice Hooks.

Length, Inches.	Without Eyes.	With Eyes.
2	$6.45	$7.50
2½	6.90	7.95
3	7 35	8.40
3½	7.65	8.70
4	8 25	9.30
4½	8 70	9.75
5	10.35	11.40
5½	10.95	12.00
6	11.55	12.60
7	13.20	14.25
8	14 70	15.75
9	16.20	17 25
10	17.70	18.75
11	19.20	20.25
12	20.70	21 75

Screw Eyes.

No.	Iron.	Brass.
000	$13.50	.....
00	8.75	...
0	7 50	$60.00
1	6.90	48.00
2	5.40	37.50
3	4.20	30 00
4	3.30	24.00
5	2 85	19.50
6	2 25	15.00
7	1 95	12.00
8	1 65	9.00
9	1 50	7.50
10	1.35	6.00
11	1 20	5.25
12	1.05	8.75
13	1.00	3 00
14	1.00	2 40
104	2 85	21 00
105	2.55	17.00
106	1.95	13.50
107	1.80	11.25
108	1.50	8.25
109	1 35	6.75
110	1 20	5.25
111	1 05	4.50
112	.90	3 45
113	.90	2 70
114	.90	2.10
115	.90	2 10
204	2.70	18.00
205	2.25	15.00
206	1 65	12.00
207	1.50	9 75
208	1 35	7 50
209	1 20	6 00
210	1.05	4 80
211	.90	3 90
212	.80	3.00
213	.80	2 40
214	.80	1.80
215	.80	1 80

Cup Hooks Without Shoulders.

No.	Iron.	No.	Brass.
600	$10.50	1600	$90 00
601	9.00	1601	75.00
602	7.50	1602	60.00
603	6.45	1603	45 00
604	5.25	1604	36.00
605	4 50	1605	27.00
606	3.75	1606	22.50
607	2.55	1607	16.50
608	2.10	1608	13.50
609	1.95	1609	10.50
610	1.80	1610	8.25
611	1.65	1611	6.00
612	1.50	1612	4.50
613	1.35	1613	3.75
614	1.35	1614	3.00

Blunt Screw Hooks.

No.	Iron.	Brass.
700	$10.50	$90.00
701	9.00	75.00
702	7.50	60.00
703	6.45	45.00
704	5.25	36.00
705	4.50	27.00
706	3.75	22.50
706½	3.00	19.50
707	2.55	16.50
708	2.10	13.50
709	1.95	10.50
710	1.80	8.25
711	1 65	6.00
712	1.50	4.50
713	1.35	3.75
714	1.35	3.00
2700	10.50	-
2701	9.00	....
2702	7.50	....
2703	6.45	....
2704	5 25	....
2705	4.50	....
2706	3.75	....
2707	2.55	....
2708	2.10	....
2709	1.95	....
2710	1.80	....
2711	1.65	....
2712	1.50	....
2713	1.35	....
2714	1.35	....

Gate Hooks and Eyes.

Length, Inches.	Iron.	Brass.
1	$4.50	.....
1¼	4.50	....
1½	4.50	$16.50
2	5 10	22 50
2½	6.00	30 00
3	6.90	37.50
3½	7.80	48.00
4	9 00	51.00
4½	10.50	63.00
5	11.40	67.50
5½	12.75	85.50
6	14.25	90.00
7	18.75	102.00
8	22 50	108 00
9	26.25	114.00
10	30.00	120.00
11	33.75	126.00
12	37.50	132.00
13	41.25	138.00
14	45.00	144.00
15	52 50	150.00
16	60.00	156.00

Screw Eyes With Short Shanks.

No	Iron.	Brass.
4½	$3.45	.....
5½	3.00	.....
6½	2 40	.....
7½	2 10	.....
8½	1.80	.....
9½	1.65	.....
10½	1.50	.....
11½	1.35	.....
12½	1.20	- -
13½	1 15	.....
14½	1.15	.....
104½	3 00	.....
105½	2 70	.....
106½	2.10	.....
107½	1 95	.....
108½	1.65	.....
109½	1 50	.....
110½	1.35	.....
111½	1.20	.....
112½	1.05	.....
113½	1.05	.....
114½	.90	2 10
115½	.90	2.10
204½	2 85	.....
205½	2.40	.....
206½	1.80	.....
207½	1.65	.....
208½	1 50	.....
209½	1.35	.....
210½	1 20	.....
211½	1.05	.....
212½	.95	.....
213½	.95	.....
214½	.80	1.80
215½	.95	1 80
216½	1.00	1.80

Bird Cage Eyes.

No.	Iron.	No.	Brass.
18	$2.70	1018	$12 00
218	1.80	1218	9.00

Stair Rod Eyes.

No.		
240	Bright iron,	$2.25
240	Japanned iron,	2.70
240	Nickeler Brass-plated,	3.75
240	Brass,	9.00

Mosquito Bar Eyes.

No.	Size.	Iron.
406	⅜ in.	$6.75
416	1 in.	7 50
426	1⅛ in.	8.25
436	1¼ in.	9 00

THE COLUMBUS TRADE.

The time is here for a falling off in trade and while we are not rushed as we have been for the past six months, trade is still brisk. As soon as the wheat and hay harvest is over there will certainly be a few weeks of dull trade before the fall trade begins in earnest. And we will not regret

Digitized by Google

it as it will give us an opportunity to get in shape to take care of what we believe is going to be the best trade we have had for many years. Building in most all cities and towns is far ahead of what it has been. But few vacant business rooms are to be found in our city. Real estate transfers are numerous and at better prices. In fact every branch of business is in a most prosperous condition. Prices remain firm and a number of advances have taken place since your last issue. It looks very much like another advance on wire nails, and we fully expected notice on July first, but so far have not received it.

This is the week of the World's Fair in Columbus. We refer to the Elks' Street Fair, which without doubt will be the greatest street fair that has ever been held so far. Six squares of booths, built of lumber, on both sides of the street. Over fourteen carloads of boards were used. The parade on the Fourth of July was over five miles long and well worth seeing. Columbus never does things on the half shell, but must be at the top or we are not happy.

THE SMITH BROS. HARDWARE CO.

THE CLEVELAND TRADE.

We shall feel the effect of over-purchases of jobbers and retailers and can determine the result of it by September first.

The advances have continued so long that purchasing freely has continued up to July first, and many goods are yet to be delivered to close up the season's contracts. It is difficult to determine the aggregate amount of such purchases, but it is large and will supply the demand for consumption in many lines of goods for some months. Manufacturers will not receive new orders until past purchases are disposed of. This may materially decrease their sales and cause anxiety. If it does not, we shall have passed safely over the first half with a favorable outlook for the second.

Manufacturers who are compelled to contract for future supplies, or close their mills, must take the chances. It would be more difficult for them to get orders for future delivery, as jobbers will undoubtedly hesitate in making contracts at present prices. The custom of taking advanced orders is likely to be modified by these conditions.

The first half of the year 1899, has closed with prosperity everywhere evident; advances in other lines may be expected, as wage-earners now have money to spend, which will greatly increase the demand. The Southern Hardware jobbers have had a jolly time; such gatherings cement friendship and a union. The Northern members of the National Association owe a vote of thanks to *Hardware* for its manner of publishing the proceedings.

Advance in Hardware equals the advance in steel. Trade seems to increase with the approach of July; the howl of the anti-imperialists has no influence, but to encourage the rebels to fight against the flag. Every step in progress creates croakers, but "the Government at Washington still lives."

THE LOCKWOOD-TAYLOR HDW CO.

THE DAVENPORT TRADE.

Hot July weather, the usual annual vacation season, and the week of the Glorious Fourth, are conditions that are not entirely conducive to the benefit of trade. Still there is an unusual demand for staple goods, especially barb wire and nails, for this season of the year; prompted, no doubt, by the prospects of further advance in price of these commodities. Screen wire cloth is scarce; jobbers who chance to have a stock in store have no difficulty in realizing a handsome profit above early contract cost. The demand for poultry netting continues; notwithstanding the recent sharp advances in field fencing, the sales are large. Woven wire fencing has come to stay; it is used largely instead of barb wire and also in replacing the live fences, more particularly the osage orange, much of which was destroyed by the extreme cold weather last winter. Binder twine stocks are practically exhausted, and the late buyers are experiencing some difficulty in getting enough to supply their wants; the exceedingly heavy crops will require much more twine than usual to the acre. Grain crop prospects could not be better; the hay crop, now ready for harvest, is unusually large, and corn is doing well.

The new terms of the American Wire & Steel Co. of 30 days net went into effect on the first inst., and we hope that this new departure will enable the jobbers to shorten their terms on these and many other lines of goods. The nearer the wholesale dealer gets to cash transactions, both in buying and selling, the better it will be. There will be less risk in credits and less unbusinesslike competition and very much less rumors of cutting prices, better collections, less failures and consequently smaller amounts to charge to loss accounts. SICKELS, PRESTON & NUTTING CO.

THE PITTSBURG TRADE.

June was not so far ahead of June, 1898, as the earlier months, principally because that month a year ago was a good one. Spring trade holds on well into the summer this year, and the usual dull period of midsummer will be quite short this year. In all manufacturing towns the demand for goods keeps right along; in the country districts there is the usual lull.

Labor scales are now in process of adjustment for the year beginning July first and will no doubt result in increased wages. We want to see labor receive its full share of the prosperity, for every extra dollar they receive eventually finds its way through all branches of commerce and thus helps along the good times.

From all we can read and hear, prices will hold well into next year at the advances so far made and some goods higher. The product of the big steel plants is contracted for running over into 1900 at highest prices now ruling, and under these conditions it will be a necessity for Hardware manu

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

facturers to hold up prices, as their raw material will cost them more than double that from which this spring's stock was made. LOGAN-GREGG HARDWARE CO.

THE CHICAGO TRADE.

Prices have been withdrawn on a large number of articles in the Hardware line, dating from July first. Quite a number of lines of goods have been advanced from 10 to 20 per cent. during the last ten days, and now that we are safely past the first six months of 1899, it certainly would seem as though the increased rates for Hardware have not only come to stay for the Fall trade, but in addition, the chances are that some lines of goods would be still further advanced.

We have never billed so many goods in June, have never worked our force so many nights in June, and never had so many orders in hand for Fall shipment.

Crop prospects are good, collections are good, demand for goods excellent. We have had many inquiries for prices on stove boards, axe handles, skates, sheet iron, Acme pipe, Cutmore axes, coal hods, mica, scoops, shovels and other Fall goods.

Our traveling salesmen report their retail customers in excellent spirits, hopeful of a splendid trade during the next three months and confident that their business for our house will be larger than ever.

WELLS & NELLEGAR CO.

THE MINNEAPOLIS TRADE.

Business continues good here; don't think any one has any just cause for complaint, and dealers as a rule are taking advantage of the advances as made. There is considerable building, and while now and then we hear of some one who thought of building has decided he will not on account of the high prices for labor and material, we believe the very fact that business in all lines is so much better than it has been makes it possible for many people to build that otherwise could not, that it more than offsets those few who think perhaps there will be a better and cheaper time, which we believe will not be the case for a number of years to come.

The conditions of the crops as a whole are most favorable. This is conceded by every one who is in a position to judge; the weather conditions now are fine. If nothing unforeseen happens, we will have one of the best crops ever known, with altogether likely fair, if not high, prices. The Northwest has been very prosperous for some time now; with such a crop as is anticipated we ought to be assured of good business for some time to come.

Collections are generally fair, but with higher prices and better business it is taking more money to handle the trade.

W. K. MORISON & CO.

HARDWARE costs only One Dollar a year.

The Evolution of the Blast Furnace.

In an interesting paper read before the Philosophical Society of Glasgow Professor A. Humboldt Sexton gave some interesting statistics of the gradual development of the iron industries and the use of the blast furnace. Iron originally, he said, was undoubtedly prepared in the state of malleable iron in low hearths, the furnaces being exceedingly simple, in many cases consisting only of a low cylinder of clay in which the pure oxides of iron were heated with charcoal. Furnaces of this type had been in use from the very earliest times, traces of them being often found on ancient Egyptian sculpture. In different countries development had taken place at very different rates, so that there were many places at present in which primitive methods were still in use. About the twelfth or thirteenth century the hearths were increased in size, the result being that a higher heat was attained, and the carbon combined with the malleable iron produced for the first time cast iron. This might be taken as the start of the blast furnace. The first blast furnaces were fed with charcoal, and therefore were always planted where wood was abundant. The first in Scotland was erected in Ross-shire at Letterewe in 1607. Later furnaces were put up on Lochfyne side and at Bonawe on Loch Etive. The consumption of charcoal was so great that it looked as if the process would have to be abandoned, but in 1665 Dudley suggested the use of coal. It was not, however, till 1735 that Abraham Darby made this a success at Coalbrookdale. The first coke furnace in Scotland was erected at Carron about 1760. The furnaces were very small. In 1786 the Clyde Iron Works were established, and the furnaces were built larger. Here, in 1801, Mushet discovered blackband ironstone. In 1828 Neilson applied the hot blast. This might be taken as the commencement of modern iron smelting. —*Ironmongers' Chronicle.*

A belt recently failed at the works of the Worcester Wire Co., Worcester, Mass., after a continuous service of nearly seventeen years. It was 31¼ inches wide, originally ½ inch thick, worn to about 7-16ths, ran at 4,525 feet per minute, and was transmitting about 300 horse-power at the time of its failure. It had failed twice within two weeks, showing that it had reached its limit, the fracture showing old and poor. The section was approximately 14 square inches. The working force of the belt was about 2,188 pounds, giving a working force per square inch of section of 156 pounds and of about 68 pounds per inch width.—*Exchange.*

♣

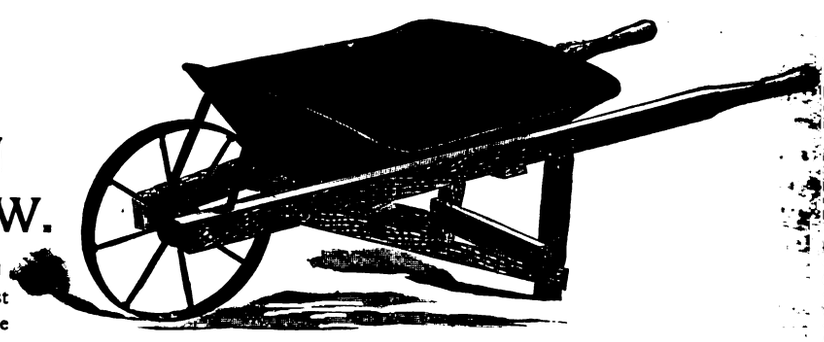
The memory of childhood is the most enduring one of the human mind.—*Exchange.*

♣

A drunkard is a man who commits suicide on the installment plan.—*Exchange.*

PAN-AMERICAN R. R. BARROW.

With Round Steel Spoke Wheel
The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

Digitized by Google

OILERS.
"PERFECT" "GEM"
25c. 5c.
"LEADER" "STAR"
10c. 10c.
We make oilers for almost the entire trade The quality of our oilers is unequalled.
CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N.Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.
STANLEY
RULE & LEVEL CO.
New Britain, Conn.
SOLD BY ALL
Hardware Dealers.

Stanley's Improved Plumbs and Levels.
All our Levels have the "HAND-Y" feature, rightly so called.
And only PROVED GLASSES are used.


In climbing ladders, walking on stagings or on the frame of a building, this form of the Level gives a feeling of steadiness.
Proved Level Glasses.

Made of extra thick tubing. Each Level Glass is marked at its highest, or crowning point, by two indelible lines; and each Plumb Glass with a single line.

Colonial Markets.

British colonies furnish a market for more than one-third of Great Britain's surplus products, and supply one-fifth of the material which she purchases from abroad. Of her total domestic exportations in 1897, which amounted to 234,220,000 pounds sterling in value, 80,675,000, or 34.4 per cent., went to her colonies, and the percentage of her exports which the colonies takes appears to be gaining. A recently published statement by the *British Board of Trade Journal*, just received by the Treasury Bureau of Statistics, shows that of the total exports of British produce and manufactures from the United Kingdom, 31 per cent. went to the British colonies in 1895, 35 per cent. in 1896, and 34.4 per cent. in 1897.

On the other hand, Great Britain annually purchases from her colonies about $450,000,000 worth of their productions, the imports from the British colonies into the United Kingdom in 1895 being 95,530,000 pounds sterling, in 1896, 93,208,000 pounds sterling, and in 1897, 94,019,000 pounds sterling. Naturally, the bulk of her importations from the colonies is articles of food and raw materials for use in manufacturing. Food products in 1897 were 34.711,000 pounds sterling of the 94,011,000 of importations from the colonies into Great Britain, while raw materials for textile manufactures imported from the colonies amounted to 26,098,000 pounds sterling, other raw materials to 25,314,000 pounds sterling, while manufactures imported from the British colonies were only 7,896,000 pounds sterling. Thus the people of the United Kingdom in buying the food products and material for manufactures for which they are compelled to send money abroad, are now able to expend over $400,000,000 annually among their own people in other parts of the world, people who represent British blood and British capital; for it is asserted on high authority that probably $2,000,000,000 of British capital is invested in various ways in the colonies, and the purchases in those markets by the people of the United Kingdom thus contribute to the prosperity of her own citizens whose money is there invested.

In other countries which have Colonial possessions, a considerable percentage of their commerce is also with the colonies, though not to as great an extent as that of Great Britain. France purchased 10 per cent. of her total imports from her colonies in 1897; Holland purchased 14.7 per cent. of her imports from her colonies in 1897, while the proportion which the German colonies furnished of the imports into Germany is comparatively small, in most cases the colonies being new and little developed.

"My husband is plain spoken; he calls a spade a spade."
"So does mine, but I must decline to repeat what he calls the lawn mower."—*Exchange.*

Situation Wanted.

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York

Side Line Wanted.

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York.

A Business Opportunity.

A GOOD opportunity for small investments, about $5000 of 7 per cent. preferred stock in small corporation doing a profitable business; shares $100 each. Business closely connected with iron and steel interests. Full particulars and references. Address, IRON & STEEL, care HARDWARE, No. 143 Chambers Street, New York.

Iver Johnson Cycles
$25.00 ~ $35.00
1899 MODELS.
Honest, Reliable bicycles of new design. These are two new models which we have just added to our line so we now have *IVER JOHNSON* bicycles listing at
$25, $35, $40, $50, $60, $75
Any *IVER JOHNSON* cycle, no matter what its price, will prove an honest, reliable wheel. We build nothing else. . . . . .
Drop Forged Connections Throughout.
Branches:
NEW YORK, 99 Chambers St.
BOSTON, 408 Washington St.
WORCESTER, 304 Main St.
Iver Johnson's Arms & Cycle Works,
FITCHBURG, MASS.

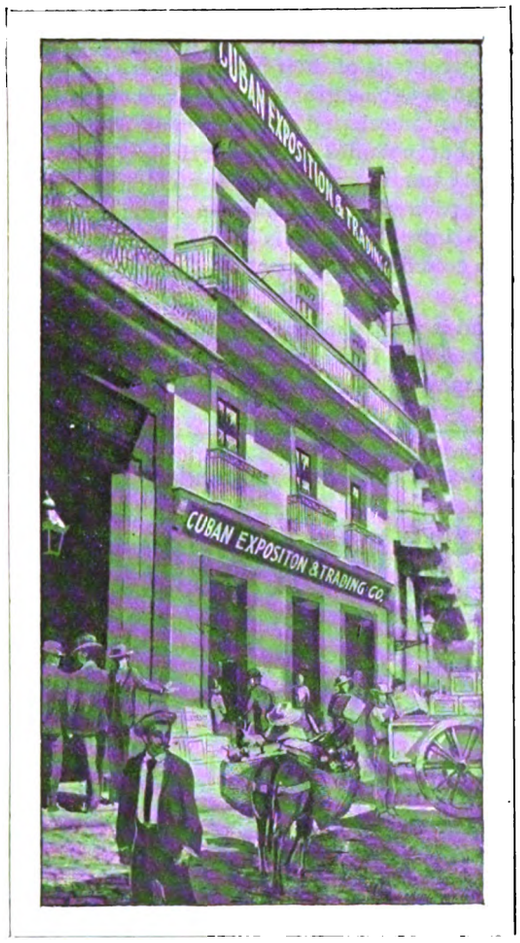
Digitized by Google

When you want to buy Strops, write for Shull's Catalogue and Prices.
I Mfgr. Strops with Merit
"THE ORIGINAL"
ORIGINAL
TRADE MARK REGISTERED
SOLE
"THE DEWEY"
FOR RAZOR USE ONLY

WM. A. SHULL
STROPS
THE WORLD'S STANDARD
PHILA·PA·U·S·A·

Don't let any one deceive you.
Consult and buy ONLY "Shull's."
I Mfgr. Strops with Merit
"THE PERFECTION"
MFG, R.
"THE SCHLEY"
LEWIS STROP
I DON'T
FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!



The Cuban Exposition and Trading Company

11 Broadway, New York City

Offers floor, shelving and show case space, or private business rooms, in its Havana Exposition and Sales' Building at a reasonable monthly rental, **with contract for pushing the sale of represented goods** in all parts of the island.

The Company having valuable Cuban connections provides American manufacturers and dealers with exceptional opportunities for establishing markets in Cuba for their wares and merchandise.

The first exhibit opens in July in Havana in the Company's Exposition building. This will be the most effective trade developing establishment in Cuba.

EDWIN B. HAY, President, - - Washington, D. C.
PEDRO CASANOVA, Vice-President, - - - Havana.
R. R. LANIER, Vice-President, - - New York City.
C. H. WORTHEN, Secretary, - - 11 Broadway, New York.

Please mention "HARDWARE" in correspondence with Company.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.
The ROOT BROS. CO., Plymouth, O.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.
PERCUSSION CAPS
OF ALL KINDS.
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.
TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

A. MUGFORD · DESIGNER
ENGRAVER · ELECTROTYPER
HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING
ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD Conn.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

One of the Best Mediums Known.

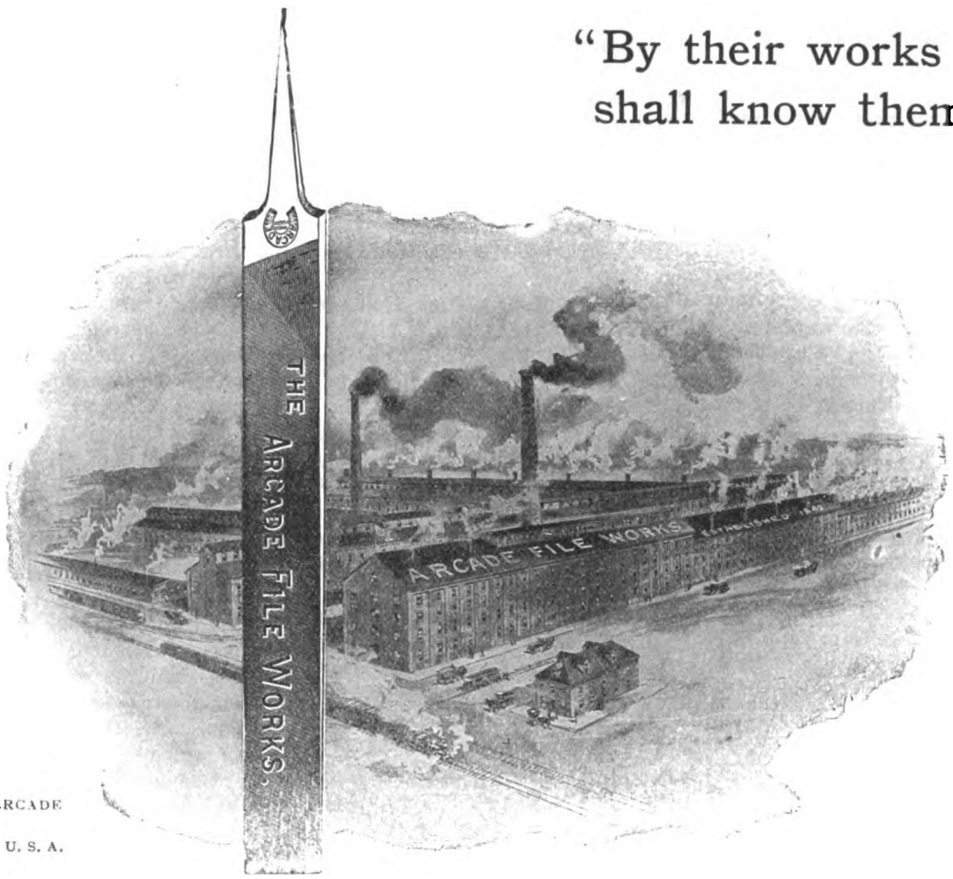
C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

Digitized by Google

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

"By their works ye shall know them."



PLANT OF THE ARCADE FILE WORKS AT ANDERSON, IND., U. S. A.

BACK of an Arcade File stands the most complete and modern file manufacturing establishment in the world, directed by master minds, originators of a distinctly improved product, sold entirely on its merits, the modern plant insuring best quality. Back of an Arcade File stands this guarantee, "that an Arcade File will cut faster and wear longer than any other file made," and as an "earnest" of this guarantee, the Arcade File Works will send to any responsible Hardware Jobber, Wholesaler or Retailer, one dozen Arcade Files, to become the property of the receiver or returned at our expense if the guarantee is not fully borne out in every particular.

There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

NEW YORK:
97 CHAMBERS ST.

THE ARCADE FILE WORKS,

CHICAGO:
118 LAKE STREET.

Sole Makers of Weed's Patent Increment Cut Files.

Works: ANDERSON, IND., U. S. A.

Samuel W. Allerton, President. Courtlandt C. Clarke, Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Centreville, Tenn.—Craig, Son & Co.

Clarksville, Tenn. — The Elder-Conroy Hardware Co. has been incorporated by M. W. Elder, J. Hanrally, C. A. Welch, and J. M. Donnett; general merchandising. Capital stock $40,000.

Glenville, O.—W. J. Burgess.

Lewiston, Me.—The A. F. Leonard Co. has been organized at Augusta for the purpose of dealing in all kinds of agricultural implements, etc., with $10,000 capital stock of which nothing is paid in. The officers are: President, D. E. Bowman, of Waterville; treasurer, C. A. Knight, of Brunswick.

Madison, Me.—L. O. Cobb.

Newark, N. J.—Roe & Conover have incorporated; principal office, No. 200 Market Street. Manufacture and deal in Hardware. Capital $250,000. Incorporators: Isaac F. Roe, Lloyd S. Reber, William S. Roe, all of Newark, N. J.

Newark, N. J.—The Hardware Supply Co. has been incorporated by Herman H. A. Schmidt, Anton F. Muller, and Horace C. Grice, to deal in Hardware. Capital stock, $25,000.

Otego, N. Y.—A new Hardware firm, composed of W. H. Lines, C. E. Morrell and Ralph Wait, have begun business.

Rockland, Me. The Lamson Hardware Co. has been incorporated by F. I. Lamson, Ada L. Lamson, F. A. Lamson, J. M. Lamson, and C. E. Miserrey; Hardware and ship chandlery. Capital stock, $50,000.

Changes and Improvements.

Baltimore, Md.—The old ship chandlery firm of Loud, Claridge & Co., No. 119 South Gay Street, is retiring from business.

Bay City, Mich.—Hohes & Welch, dealers in Hardware and second-hand goods, have dissolved partnership. Mr. Hohes will continue.

Beardsley, Minn.—C. A. Prevey, Hardware, etc., succeeded by Wright Bros.

Buffalo, N. Y.—The Ballentine Hardware Co., of Warsaw, store building is being altered.

Burt, Iowa.—McDonald, Richards & Nafus, Hardware, etc., succeeded by Staley Bros.

Chattanooga, Tenn.—The Vance Hardware Co. have awarded to Contractors Cox & Rider the contract to build an iron-covered warehouse in the rear of their store on the west side of Broad, between Eighth and Ninth Streets.

Cumberland, Md.—The transfer of the business of the Cumberland Hardware Co. to Archibald C. Willison has taken place. Mr. Willison, who was president of the company, recently purchased the interests of the other members of the firm and will henceforth conduct the business individually.

Dolgeville, N. Y.—Norris W. Burrows has sold his entire stock of Hardware, stoves, etc., to W. H. Faville, preparatory to moving to Dispatch, N. Y., where he will open a similar store.

Eau Gallie, Fla.—Albert B. Bennett, Hardware, closing out.

Geneva, N. Y.—Dorchester & Rose, the largest Hardware dealers in this city have purchased the Franklin Hotel property, which they will convert into a large wholesale and retail Hardware store.

Hope, Ark.—J. P. Duffie, Hardware, sold out.

Humboldt, Kans.—Wm. Holtschneiner, Hardware, sold out.

Jacksonville, Fla.—The S. B. Hubbard Hardware Co. believes in good buildings and large stocks of goods. Only a few weeks ago the store was enlarged by adding another room on the south side. Now work has begun on the warehouse on Forsyth Street, south side, between Main and Laura Streets, to enlarge it by adding two more stories, which will make it four stories, not including the basement.

Jackson, Minn.—J. L. & E. L. Thompson, Hardware, succeeded by G. W. Priest.

Jasper, Tenn.—Havron Bros., Hardware, succeeded by Havron Bros. & Woods.

Keithsburg, Ill. — Stoutenburg Bros., Hardware and stoves, will sell this business.

Knoxville, Tenn.—Work will soon begin on the new McGhee building on Gay Street. The new building will be four stories in height and will have a frontage of seventy-four feet. Arrangements have just been made for the occupancy of the block by the George Brown wholesale Hardware house. The entire building will be used for its salesrooms. Besides this building the Geo. Brown people will occupy the Betterton building, the five-story block at Lucky and Betterton Streets, on the Southern railway. This will be used for warehouse purposes. This, with the Gay Street block, will give the firm twenty-seven floors of space, the same now occupied, but in a much more convenient location for the transaction of the large business. The front of the McGhee block will be one of the handsomest on Gay Street and the location being right in the wholesale district, will make it one of the most valuable properties on Gay Street. The new building will cost, completed, about $20,000.

Lansing, Mich. — The Porter stock of Hardware has been sold to Paul Dunham of North Lansing.

Marion, Ohio.—S. S. Fox & Co., Hardware and stoves, succeeded by Marion Department Store Co.

McDanields, Ky.—E. Dockery, Hardware and implements, style now W. E. Dockery & Son.

Somerville, N. J.—John M. Whitenack & Co is the name of the new firm that has taken possession of the Hardware store formerly conducted by George O. Hoadley.

Springfield, O.—James Wood & Bros. have purchased the Hardware stock of the firm of Donnelly & Wood, who assigned recently. They have reopened the store and are now ready for business.

Stark, Kans.—Coverdale & Lowe, Hardware, dissolved. Succeeded by J A. Lowe & Son.

St. Albans, Vt.—Early next fall C. H. Hale will move his Hardware business from its present location at No. 159 Main Street to the building owned by C. H. Morton just south of Merritt & Pease's store.

St. Bernier, Ind.—John H. Justice, Hardware, sold out.

Valley Stream, N. Y.—L. E. Cuinet has sold out his coal, feed and Hardware business to Hamilton & Co. The new firm have leased the store property and taken possession.

West Chicago, Ill.—Jas. Campbell, Hardware, sold out.

Wingham, Ont.—Mr. Bugg, the purchaser of James Duffield's Hardware and tin business, is now in possession.

Business Embarrassments.

Buffalo, N. Y.—Henry P. Grimm, the Hardwareman, has filed a petition of voluntary bankruptcy. The petitioner gave as his liabilities $9,007.32. He has secured claims amounting to $5220 and unsecured $3,053 05. His assets amount to $3,921.90, of which he has real estate valued at $1500.

Camden, S. C.—J. B. Wallace, Hardware, reported to have made an assignment.

Sturgeon, Mo.—The Hardware firm of Owings & Kennedy have filed a voluntary petition in bankruptcy. Assets, $3000; liabilities, $4000 estimated.

Fires in Hardware Stores.

Langford, N. Y.—Louis Steele's Hardware store has been destroyed by fire.

Laurel, Del.—S. F. Smith, Hardware, stock damaged by fire at a loss of $8000, building damaged to the extent of $8000.

Livermore Falls, Me.—W. F. Hutchinson & Co.'s Hardware store has been destroyed by fire.

Quebec, Canada.—The establishment of P. T. Legare, dealer in agricultural implements, carriages and bicycles, has been completely destroyed by fire.

Burglaries in Hardware Stores.

Bridgeton, N. J.—Joseph H. Elmer, cutlery.

Grafton, Ill.—Ripley Hardware Co., $500.

Hay Springs, Neb.—S. Dewey, $200.

Hopkinton, Iowa.—R. G. Crawford, cutlery.

Kearney, Nebr.—W. E. Jackway, revolvers.

Lansdale, Pa.—J. Irwin Ambler, $100.

Owatonna, Minn.—Elton Bros., knives.

Philadelphia, Pa.—Nathan Engle, revolvers.

Springfield, Mo. — The McGregor-Noe Hardware Co., revolvers, cutlery, etc.

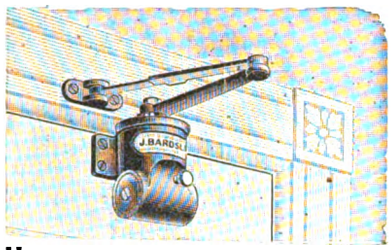
St. Joseph, Mich.—E. F. Platt, revolvers.

Toronto, Ont.—Wilkins & Co., No. 168 King Street East, razors, etc.

Digitized by Google

THE "BARDSLEY"

Oil Door Check AND Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
"	C,	" "	5.00
"	D,	" "	6.00
"	E,	" "	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,

147 to 151 Baxter St., NEW YORK CITY.



The

Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

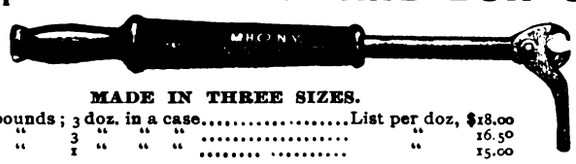
Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case.....List per doz, $18.00
No. 1½ " 4 " 3 " " " ..... " 16.50
No. 2 " 3 " 1 " " " ..... " 15.00

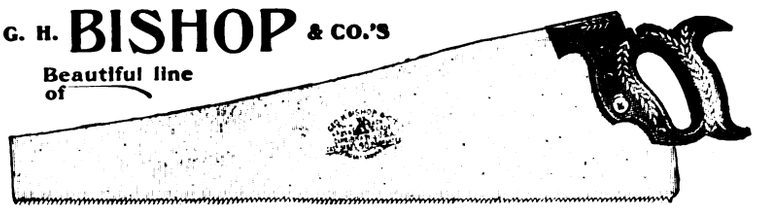
All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

SAWS G. H. **BISHOP & CO.'S** Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Beade St., NEW YORK. "THE FILE PEOPLE."



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

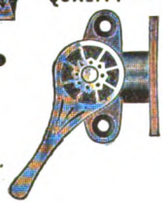
THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF



M TERIAL, AND FINISH.

Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.

"HARDWARE" has a field of its own.

That's Why

Advertisers get results.



Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Baltimore, Md. — The Blue Mountain Iron & Steel Co. has been formed with $500,000 capital. The incorporators are: Jerome Keeley, of Philadelphia; Ogden A. Kirkland, Abraham Sharp, William B. Price and Edward C. Pritchett, all of Baltimore. These, with Ernest Sharp and Charles W. Muller, will form the directorate for the coming year. Mr. Keeley will be president and manager. The company proposes to operate the iron property in Frederick County, Maryland, about sixty miles from Baltimore, known as the Catoctin Furnaces.

East Liverpool, Ohio. — The Patterson Foundry & Machine Co. has been incorporated with a capital stock of $100,000.

East Orange, N. J.—The Union Supply Co. has been incorporated with principal office, New Jersey Registration & Trust Co.'s building. Capital, $100,000. Manufacture nails, tools, screws, etc. Incorporators: J. Russell Clarke, Charles C. Miller, Richard Merrifield, all of East Orange, N. J.

Elwood, Ind.—The Elwood Lawn Mower Mfg. Co. has been organized with A. H. Hopper, treasurer, and I. W. Gregg, secretary.

Lorain, Ohio.—The new Automatic Steam Shovel Co. will establish its plant at this place.

Louisville, Ky.—Brennan & Co., of the Southwestern Agricultural Works have filed amended articles of incorporation. The chief feature of the change is that the capital stock will be made $300,000 instead of $200,000. The board of directors will now consist of five members instead of three, and the corporation is to exist for fifty years. The indebtedness shall not exceed two-thirds of the capital stock.

New York, N. Y.—The Aroostook Mfg. Co. has been incorporated to deal in dish washers and other patents and inventions, capital, $25,000. Directors: Augustus M. Halsted, Rye, N. Y.; Henry D. Ritter, and J. Henry Halsted, New York City.

New York, N. Y. The Imperial Metal Co. has been incorporated with a capital stock of $10,000. Directors: Frederick Elkan and Moses S. Leipziger.

Paterson, N. J.—The Benjamin Eastwood Co. has been incorporated by Sarah Eastwood, James Eastwood, and Benjamin B. Van Wagoner, to manufacture machinery, tools, etc. Capital stock, $250,000.

Portland, Me.—The Contractors Plant Co. has been organized for the purpose of manufacturing tools and machinery for contractors' use with $250,000 capital stock, of which $500 is paid in. The officers are: President, F. B. Gilbert of Boston, Mass.; treasurer, J. H. Colby, of Boston, Mass.

Pittsburg, Pa.—The Shenango Furnace Co. has been incorporated by W. P. Snyder. H. Irwin, Jr., A. W. Adair, W. H. Sturgeon, Jr., and J. G. Butler, Jr. Capital stock, $120,000.

Portland, Me.—The National Drafting Tool Co. has been incorporated for manufacturing drafting and carpenters' tools. Capital, $100,000. Incorporators: G. W. Ridlon, West Paris; W. S. White, W. C. Day, Livermore Falls; F. K. Daggett, Boston, Mass.

Taunton, Mass.—The Taunton Rivet Co., with a capital stock of $12,000, is licensed in Illinois for $25,000.

Toledo, Ohio.—Isaac D. Smean & Co., hot water heaters, new firm, have commenced business.

Utica, N. Y.—The International Heater Co., capital stock of $1,800,000, has been licensed to do business in Illinois, with a capital stock of $13,000.

Washington, D. C.—The Union Furnace Co. has been incorporated under the laws of West Virginia, by G. L. Taylor, O. D. Swett, and others; manufacturing, selling and installing furnaces. Capital stock $1,000,000.

Changes and Improvements.

Baltimore, Md.—Kirwan & Riggs, can makers, at the foot of Cross Street, have purchased the building at the corner of Eastern Avenue and Port Street, formerly occupied by Henry Evans as a tinware factory. The new owners will remodel the building and occupy it. The building has a frontage of sixty feet eight inches and a depth of one hundred and forty feet to a 15-foot alley. It is a one-story structure, but will be enlarged to a three-story building. When completed it will be equipped with the most improved machinery for canmaking. Kirwan & Riggs expect to occupy their new building next fall.

Chicago, Ill. — The Chicago Hardware Foundry Co. has increased its capital from $5000 to $15,000.

Cleveland, O.—The Chisholm & Moore Mfg. Co., Lake and Kirtland Streets, manufacturers of chain hoists, cranes, etc., has purchased the new plant in course of erection for the Garry Iron & Steel Roofing Co., adjoining the present property of the former company. The entire property has a frontage on Lake Street of 501 feet and extends back 330 feet to a switch of the Pennsylvania Railroad. The main building, which is 100x318 feet, will be used for a malleable iron foundry, and a building 60x190 feet adjoining it, will be used by the annealing and shipping departments.

New Britain, Conn.—The Malleable Iron Works will build a foundry addition 40x60 feet.

Pittsburg, Pa.—Chess Bros. have leased the Anchor Nail & Tack Works, on the South Side, to Neal Bros., of this city, who have begun the necessary repairing to the furnaces and mills, and who expect to have the same in operation within a few days. The plant contains 24 puddling furnaces, which will be fired up as soon as repairs are completed. Messrs. Neal Brothers intend to use the plant for rolling muck iron, and will later on utilize the finishing mills. This plant has been idle for some years.

Scranton, Pa.—The Scranton Nut & Bolt Mfg. Co. have purchased five acres of land from the Lackawanna Iron & Coal Co. and construction work will be begun at once.

St. Louis, Mo.—The Coplan Galvanized Cornice Co. are to remove their works to Joplin, where they have acquired the Eagle Cornice Works, and will operate same until an entirely new factory can be erected.

Utica, N. Y. — The Savage Arms Co. which has been prospering from the time it opened its plant on Broad Street, and began the manufacture of guns, now finds that owing to the constantly increasing demand for its guns, its capacity is inadequate. With positive assurances from orders already received in advance that the demand will continue to increase, the directors have decided to double the capacity of the plant, and have given their superintendent instructions to arrange to do so. This will necessitate the addition of a large amount of new machinery of a class that has to be manufactured expressly for this purpose, and months will therefore unavoidably pass before the change can be made. It is, however, intended to have the duplication of the present plant completed by January first next, and the company will be in a position next season to make the output forty guns a day.

Ypsilanti, Mich.—The Clayton & Lambert Mfg. Co., makers of gasolene fire pots, paint burners, plumbers' and tinners' tools, will remove the first week in July to their new factory in Detroit, Mich., where they will be nicely situated and will be able to take care of any business placed in their hands.

Recent Embarrassments.

Bellevue, Ohio.—The Bellevue Plow Co., one of the largest concerns of its kind in the State, has gone into the hands of a receiver. Assets and liabilities not stated.

Recent Fires.

Joplin, Mo.—The Missouri Lead & Zinc Co's plant, south of Joplin, has been burned. The mill had a capacity of 200 tons of ore a day, and cost $15,000. The plant was partially insured.

Northampton, Mass. — The Lamb Wire mill on Clark Avenue, which was leased by Charles M. Johnson, of New Haven, has been badly damaged by fire. The extent of the damage is hard to determine, but those acquainted with values place the loss at from $4000 to $5000.

Miscellaneous.

East Berlin, Conn. — The Berlin Iron Bridge Co. have received an order for an iron bridge from one of the country councils in New Zealand, the chairman of the council saying it is the first order of the kind ever sent from New Zealand to this country. The bridge is intended to carry a 40-ton traction engine, and was chosen because of its easy construction by pins instead of rivets.

Digitized by Google

..THE..

"AUTOMATIC"

BURNS ACETYLENE GAS.



No Absorbents.
No Regulating Valves.
No Attention Required.
Burns best when left alone.
Prices to suit the times.

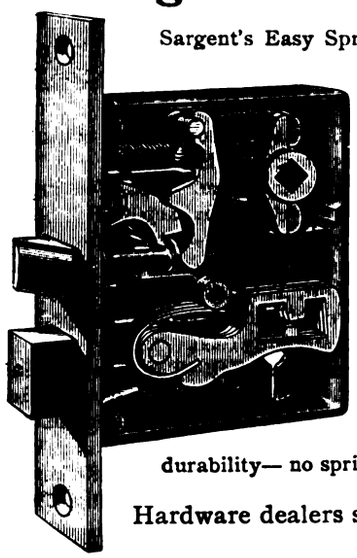
Self-Governing.

Send for Circular fully descriptive. . . .

The Plume & Atwood Mfg. Co.,

NEW YORK.
CHICAGO.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

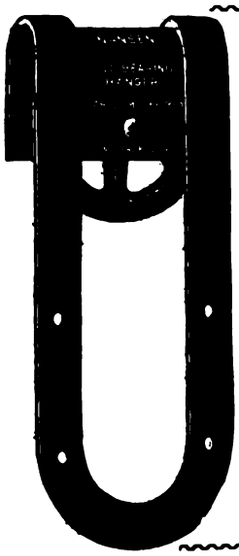
EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.



NANSEN

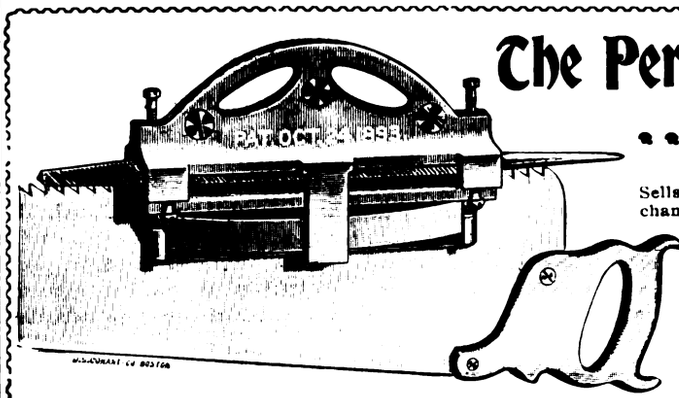
is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FORY. CO.,
So. Milwaukee, Wis.

The Perfect Saw Jointer



Sells at sight. Every mechanic needs it! **Uses any kind of a file.** Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,
on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

BEST INVESTMENT EVER MADE.

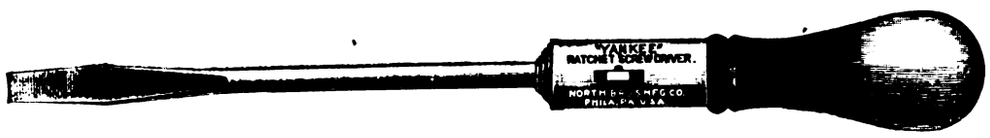
Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; | and dealers in **WIRE and COLD ROLLED STEEL.**

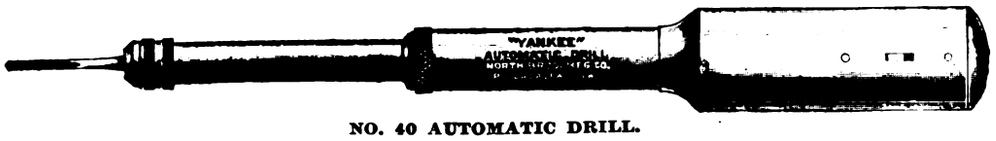
ESTABLISHED 1857.



NO. 10 "YANKEE" RATCHET SCREW DRIVER.



NO. 30 "YANKEE" SPIRAL-RATCHET SCREW DRIVER.



NO. 40 AUTOMATIC DRILL.

"YANKEE" TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS. SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

MANUFACTURERS,

NORTH BROS. MFG. CO.,
PHILADELPHIA, PA.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Baltimore, Md.—The Maryland Bicycle Lock Co. has been organized at the offices of Mr. McKennie, Nos. 401-402 Herald Building, with the capital of $25,000. The following gentlemen were elected as directors: John F. Clark, N. Tip Slee, Robert A. Taylor, B. G. Boillieu and Joseph A. Gilpin. The company is formed to place in public buildings and resorts a bicycle lock. The patented invention is such that when a penny is placed in the slot the wheel is secure.

Birmingham, Ala. — The Tipton-Butler Co., No. 2025 First Avenue, have opened a bicycle store.

Bridgeton, N. J. — Wilmer Batten has opened a store in the Opera House Block. He will also retain his West Millville establishment.

Charleston, W.Va.—The Automobile Co., of America, of New York, has been incorporated under the laws of West Virginia, by Avery D. Andrews, Amzi L. Barber, Lewis A. Beebe, and others; to manufacture automobiles, autotrucks, and horseless carriages. Capital subscribed is $20,000, with a privilege of increasing it to $2,500,000.

Charlotte, N. C.—Archie R. Stokes has joined the firm of Wm. Eagle & Co. and will assume the management of their bicycle business.

Clarksville, Tenn.—The Clarksville Rubber Tire Co. has been formed by Holleman & Bradley, who will install outfit of modern appliances for putting on rubber tires, welded by electricity.

Clifton Heights, Pa.—R. Holt has opened new bicycle store at Springfield Avenue and Broadway.

Dallas, Tex.—Millard Storey, Hardware, sporting goods, etc., has just commenced business.

Fall River, Mass.—The Callahan & Daley Co. has been incorporated by J. Daley, P. Callahan, and J. E. Sullivan; bicycles, Hardware, etc. Capital stock, $15,000.

Herkimer, N. Y.—P. A. Stubblebine will move his bicycle business to Union Block.

Kittery, Me.—The Goodyear Rubber Carriage Tire Co. has been incorporated by T. E. French, A. J. Quensler, E. P. Saunderson, and R. L. Kingston; to manufacture rubber tires. Capital stock, $50,000.

Langdon, Kans.—Fehr Bros., Hardware, sporting goods, etc., have just commenced business.

Long Branch, N. J.—Wm. H. Martin and W. G. Herbert have formed a partnership and will open a store and repair shop.

Los Angeles, Cal.—Hager & Brookner is the style of a new firm at No. 454 South Broadway. They operate the store under the title "Tremo Cyclery."

Los Angeles, Cal.—The South California Arms Co. has reopened at its old address, No. 113 West First Street.

Naugatuck, Conn. — R. Jennings has opened bicycle repair shop on Hill Street.

Perrysburg, Ohio.—The National Wheel Co. has been incorporated by J. M. Drury, I. M. Lott, T. Schmitt, H. K. Auth; manufacture children's wagons, velocipedes, etc. Capital stock, $50,000.

Sacramento, Cal.—The Bicycle Safety Lock Co., of San Francisco, has been incorporated. Making and dealing in locks. Capital, $40,000. Incorporators: W. H. Paulin, Emma Paulin, C. N. Kirkbride, J. Russell, San Mateo; F. C. Paulin, Chicago, Ill.

Seattle, Wash.—The Forbes Cycle & Supply Co. has been incorporated by E. N. Forbes and C. E. Shepard; cycle business. Capital stock, $25,000.

Sloan, Ia.—R. S. Hammond has opened a bicycle store.

Two Rivers, Wis.—W. W. Mitchell has opened bicycle store.

Changes and Improvements.

Auburndale, Mass. — Fiske Bros. have closed their store.

Boston, Mass.—Haines & Battefield, bicycle dealers, succeeded by J. D. Battefield.

Chattanooga, Tenn.—J. W. Clouse & Co., bicycles, succeeded by Clouse & Shepherd.

Eddy, N. M.—J. M. Pardue, groceries, has taken up a line of sporting goods, Hardware, etc.

Enfield, N. H.—Fred A. Fogg, Hardware, bicycles, sporting goods, etc., has just completed an addition to store building.

Fort Wayne, Ind.—Columbia Machine Works, dealers in bicycles and machinery, have sold out.

Gainesville, Fla.—Graham Bros., bicycles, etc., closing out.

Johnstown, Pa.—Seigh & Co. have succeeded to the business of Beachy & Co. and will continue their cycle livery and repair shop.

Los Angeles, Cal.—A. C. Post is removing his stock to Salt Lake City, Utah, where he will establish himself.

Middleboro, Mass.—Edward C. Gurney has sold his business to Joseph E. Allen of South Yarmouth.

Moline, Ill.—Skinner & Mahon, bicycle dealers, have moved into their new store on Market Square.

Newark, N. J.—The Marshall Cycle Co.; succeeded by Leonard Lorentowicz.

Niles, Mich.—Miller & Johnson, dealers in bicycles, have been succeeded by Subber & Johnson.

North Manchester, Ind.—Baker & Rogers, bicycles, reported to have sold out.

Nyack, N. Y.—The business of the Nyack Cycle & Photo Co. has been purchased by P. D. L. Heddell, who will continue it as heretofore.

Ocala, Fla.—Otte Monte, dealer in bicycles, is reported to have sold out.

Oneida, N. Y.—Theodore Coles, having purchased all of the interests in the Aldrich & Coles Bicycle Co., has removed the business to his own building on Cedar Street, at the end of the Phelps Street pavement. James Backer will continue in charge of the repair shop.

Rochester, N. Y.—Spin-Roller Co., bicycle gears, increased capital stock from $35,000 to $50,000.

Savannah, Ga.—Moore & Higgins, bicycles, succeeded by W. F. Higgins.

Savannah, Ga.—Fred Myers, Jr., bicycles, succeeded by the Cleveland Bicycle Co.

Seattle, Wash.—Forbes Bros. & Niles, bicycles, succeeded by Forbes Cycle & Supply Co.

Springfield, Mass.—The Industrial Cycle Co. plant has been repaired after the damage recently sustained by fire, and all departments except the enameling shop are in good order. The company are about three weeks behind on outside orders.

Trenton, N. J.—Capital Cycle Co., dissolved, John Sykes continues under same style.

Troy, N. Y.—Sweet & Packard have been succeeded by Sweet, Packard & Co.

Recent Embarrassments.

Boston, Mass. — J. A. Hitchins & Co., manufacturers of bicycles, John A. Hitchins gave voluntary petition in bankruptcy.

Chicago, Ill.—The Cycle Repair Co., reported to have given voluntary petition in bankruptcy.

Chicago, Ill.—The James H. Fisk Co., sporting goods, made voluntary assignment. Assets, $2000; liabilities, $1000.

Mankato, Minn.—T. H. Andrews, gunsmith and dealer in sporting goods has filed a petition in bankruptcy. The assets are about $2700, and liabilities $3000.

Mobile, Ala.—T. T. Wentworth, bicycles, reported to have filed petition in bankruptcy.

Recent Fires.

Anderson, Ind.—Carpenter's bicycle store has been almost entirely destroyed by fire.

Bancroft, Mich.—W. E. Allen's bicycle store has been damaged by fire.

Buffalo, N. Y.—The Buffalo Cycle Supply Co., of No. 720 Broadway, damaged by fire to the extent of about $25,000.

Minneapolis, Minn. — A. N. Anderson, dealer in bicycles, No. 612 First Avenue, south, stock damaged by fire.

Oswego, N. Y. — The Ontario Bicycle Works, damaged by fire.

Philadelphia, Pa.—Wetheimer & Lorenz, manufacturers of bicycle suits, No. 617 Arch Street, damaged by fire to the extent of about $200.

Quincy, Mass.—John Gillis, bicycle dealer, damaged by fire.

Miscellaneous.

At Schweinfurt, Bavaria, is one of the largest of the world's manufactories for bicycle ball bearings. The two factories there, belonging to one firm, turn out annually 2,000,000 gross of these little steel balls, and employ 600 men, working for a day of ten hours' duration.

Digitized by Google

THE AUDIT COMPANY
OF NEW YORK,

Equitable Building, 120 Broadway.

Acting President, AUGUST BELMONT, Vice-President, WILLIAM A NASH
Manager, THOMAS L. GREENE. Chief Consulting Auditor. STEPHEN LITTLE.

Consulting Engineers,
WM. BARCLAY PARSONS. F. S. PEARSON.
FORD, BACON & DAVIS.
Secretary and Treasurer,
EDWARD T PERINE.

DIRECTORS:

August Belmont,	A J. Cassatt,
Frederic P. Olcott,	Marcellus Hartley,
James Stillman,	Charles R. Flint,
William A. Nash,	George Coppell,
Joseph S. Auerbach,	G. B. M. Harvey,
George G. Haven,	John I. Waterbury,
George W. Young	

ADVISORY COMMITTEE of STOCKHOLDERS:

W. Bayard Cutting,	T. Jefferson Coolidge, Jr.,
Walter G Oakman,	Charles S. Fairchild,
A. D Juilliard,	Gustav E. Kissel,
Henry W. Poor,	Isaac N. Seligman,
Louis Fitzgerald,	E. R. Chapman.

Physical and Accounting Examinations.

The Audit Company examines and reports upon the accounts and financial condition of corporations, copartnerships, and individuals, and examines and reports upon the physical condition of railroad, manufacturing and other properties.

Its services are of value to investors, financial institutions, borrowers of money, directors of corporations, merchants, firms and purchasers of properties.

PELOUZE
"Household" Scale
24 LBS. BY OZS.

Acknowledged to be the BEST on the market

PRICE $1.50
ONLY $12.00 PER DOZ.
Net to the trade.

Made of cold rolled steel throughout.
Beautifully japanned and striped.
Large white enameled dial, very serviceable and distinct.
Enameled steel top plate, absolutely unbreakable.
Occupies less space than other scales.
Can be instantly adjusted for scoop.
Weight, boxed, only 4¼ lbs.

EVERY SCALE WARRANTED.



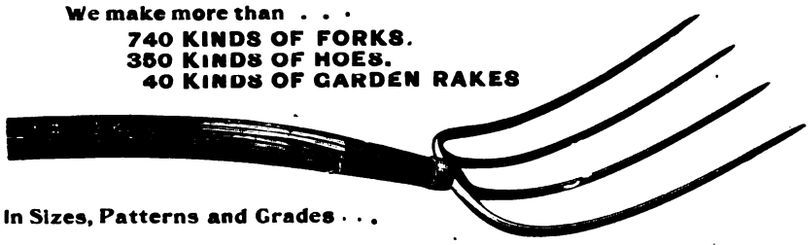
PELOUZE SCALE & MFG. CO.,
CHICAGO, ILL.,

Mfrs. Reliable Postal, Counter, Confectionery, Ice and Market Scales, Spring Balances, etc.

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
ALSO **HEADQUARTERS** FOR
GALVANIZED AND TINNED NAILS,
BOAT NAILS, SPIKES, ROUND IRON RODS,
SLATING & ROOFING NAILS, SLATERS' TOOLS,
COPPER NAILS AND TACKS,
279 PEARL ST., NEW YORK.
ESTABLISHED 51 YEARS.

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . . .

FOR ALL MARKETS OF THE WORLD.

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

THE IOWA FARMING TOOL CO.,

Illustrated Catalog on Application. . .

FORT MADISON, IOWA, U.S.A.

SPECIFIC GRAVITY AND WEIGHTS OF VARIOUS SUBSTANCES.

NAMES OF SUBSTANCES.	Average Weights. Per Cubic Ft.	Per Sq. Ft. 1 in. thick	Specific Gravity.
Anthracite, solid, cf Pa.	93		1.50
" broken, loose	54		
" " shaken	58		
" heaped bushel, loose.	(80 per	bushel,	heaped.)
Asphaltum	87	7.25	1.40
Brass, cast	504	42.	8.09
" rolled	524	43.7	8.4
Brick, best pressed	150		2.4
" common hard	125		2
" soft	100		1.6
Brickwork, pressed brick	140		2.25
" ordinary	112		1.8
Cement, Rosendale (loose)	56		
" Louisville "	50		
" Portland "	90		1.3
Coal, bituminous, solid	84		1.35
" " broken, loose.	49		
" " " "	(74 per	bushel,	heaped.)
Coke, loose	27		
" heaped bushel, 38 lbs			
Copper, cast	542	45.2	8.7
" rolled	548	45.7	8.8
Earth, common dry, loose	76		
" " rammed	95		
" soft mud	108		
Glass	157	13.	2.53
Gneiss	168		2.7
Gold, cast 24 karat	1204		19.3
" hammered, 24 karat	1217		19.6
Granite	170		2.73
Ice	58.7		0.95
Iron, cast	450	37.5	7.24
" wrought (hammered)	485	40.6	7.8
" " (rolled)	480	40.	7.7

NAMES OF SUBSTANCES.	Average Weights. Per Cubic Ft.	Per Sq. Ft. 1 in. thick	Specific Gravity.
Lead	711	59.25	11.4
Lime, loose quicklime	53		
" per bushel, 66 lbs			
Limestone and marble	168		2.7
Masonry, granite or limestone	165		
" rubble	154		
" dry	138		
" sandstone	144		
Mercury, at 32° F	849		13.6
Mortar, hardened	103	8.6	1.66
Mud, dry	80–110		
Petroleum	55		0.88
Quartz	165		2.65
Salt, Syracuse, coarse	45		
" fine Liverpool	49		
Sand, pure, dry, loose	90–106		
" shaken	99–117		
" perfectly wet	120–140		
Sandstone	151		2.43
Shales, red or black	162		2.6
Silver	675		10.5
Slate	175	14.6	2.8
Snow, fresh	5– 12		
" slush	15– 20		
Steel	490	40⅞	7.9
Sulphur	125		2.0
Tar	62		1.0
Tin	459		7.4
Turf or Peat, dry	20– 30		
Water, pure, at 60° F	62½		1.00
" sea	64		1.028
Zinc or Spelter, cast	436	37.1	7.15
" " rolled	448	37.3	7.19

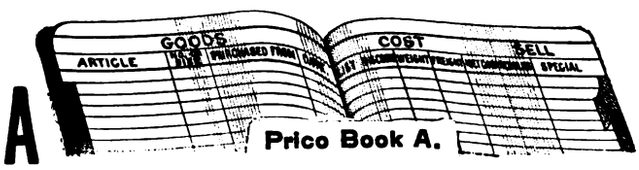
Hopkins' "Handy Notes and Queries."

Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

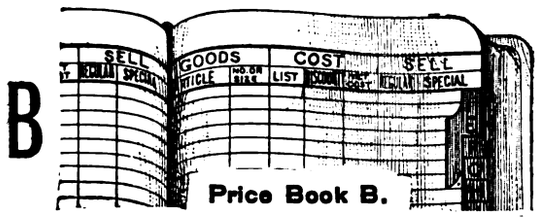


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75

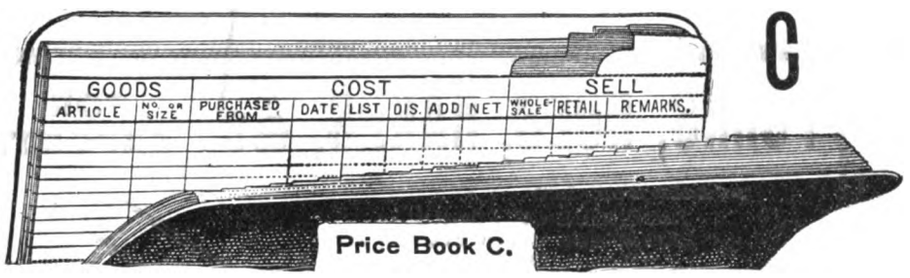


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

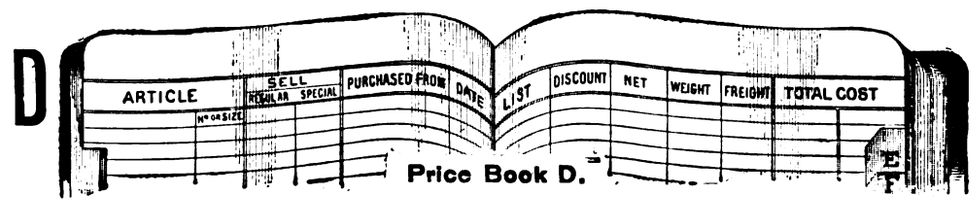
FOUR EDITIONS:

C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
C 2, 400 pages,	1.50
C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages,	$2.00
D F, 200 pages with flap,	2.50
D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50



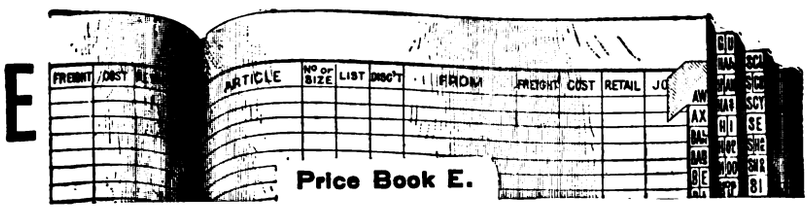
Price Book D.

MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to AU	For Chisels,	turn to CHI U	For Iron,	turn to IRO
" Parers, Apple	" PA P R	" Cutlery,	" CUT	" Irons,	" IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

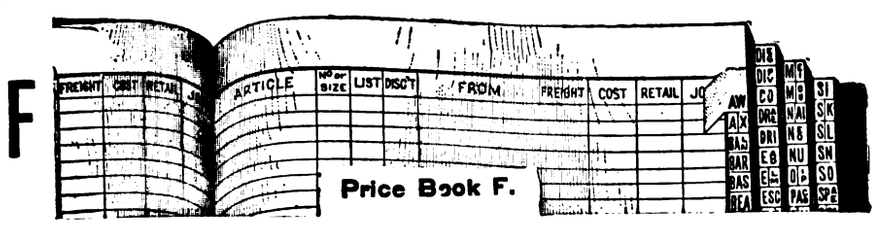


Price Book E.

AD	GU	SCI O	
AN	HAI M	SCR	
AU	HAN	SCY	
AW	HAS T	SE	
AX	HI	SHA E	

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.



Price Book F.

AD	DI E G	M F I	SI
AN	DI P V	M O U	SK
AU	DO	NAI	SL
AW	DRA E	N E O	SN
AX	DRI	NU	SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

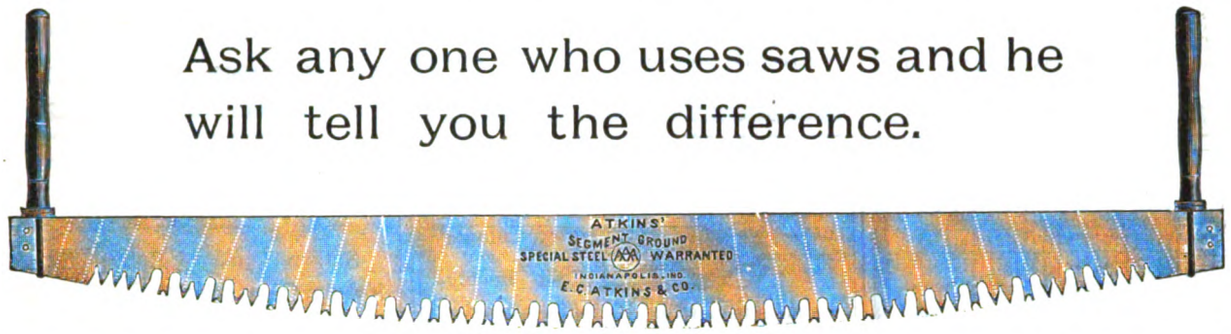
HARDWARE PUBLISHING CO., 143 Chambers St., New York City.

Digitized by Google

Atkins Saws are in one class.

. . . All others are in another.

Ask any one who uses saws and he will tell you the difference.



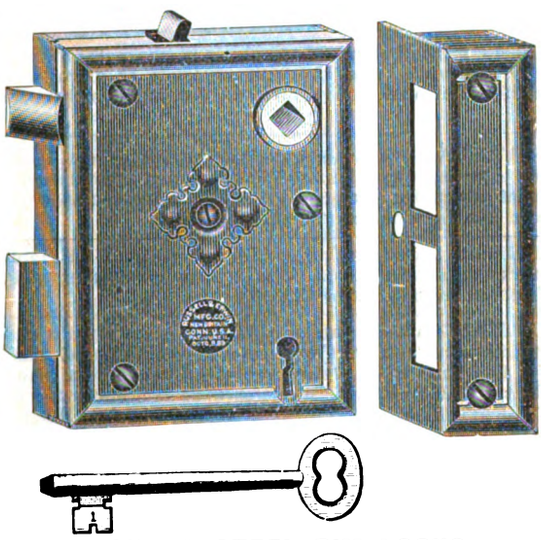
ATKINS "SEGMENT GROUND" CROSSCUTS

BEAT THE WORLD.

E. C. Atkins & Co., Saw Mfrs.,

WRITE FOR PRICES. INDIANAPOLIS, IND.

WROUGHT STEEL DOOR LOCKS



WROUGHT STEEL RIM LOCKS.

EXCEL IN LIGHTNESS AND STRENGTH.



WROUGHT STEEL MORTISE LOCKS.

MANUFACTURED BY

RUSSELL & ERWIN MANUFACTURING CO.

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

Digitized by Google



PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.



RIVETS AND WIRE NAILS.

C. C. & E. P. TOWNSEND,
New Brighton, Penn.



SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.

Established 1870. . . . Manufactured by

James F. Martin, 4424-4442 Penn St., Frankford, Phila., Pa.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

The True American Hand Made

AXES

By the Old Process. Sold to Retailers Only.

WM. H. MANN, MILL HALL, PA.



IRON & WIRE FENCING

ELLIS & HELFENBERCER,
500 SENATE — INDIANAPOLIS, IND.

EXPANSION BOLTS.

Ask for Catalogue B.



Single and Double.

For fastening all kinds of structure to brick and stone work.

STEWARD & ROMAINE MFG. CO.

SOLE MANUFACTURERS, Philadelphia.

VERY SATISFACTORY.

National Cement & Rubber Mfg. Co., Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio.

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich.

AN energetic, up-to-date, successful Hardware salesman; must be familiar with all modern methods of getting and retaining customers. A good chance for the right man. State age, experience, reference and wages wanted. CARLTON HARDWARE CO., Calumet, Mich.

SPECIALTY salesman, to sell full line of cutlery and Hardware specialties on commission for reliable New York firm. Territory now open: New York State, Indiana, Illinois, Iowa, Wisconsin, Minnesota and Far West. Write for particulars. Address CUTLERY, care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York.

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y.

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York.

Situations Wanted.

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York.

SPANISH young man (28) who can speak and write the language; understands stenography and typewriting; wants a position. Address, P. J. LUKEMAN, No. 125 Sands Street, Brooklyn, N. Y.

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent as salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No. 143 Chambers Street, New York.

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill, factory furnace work, etc. Address, GEORGE HERGET, care of Medart Paten Pulley Co., St. Louis, Mo.

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York.

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala.

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J.

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York.

HARDWAREMAN—Six years' experience in retail general Hardware store. Age, 22 years. Best of references from present employers. Advancement reason for changing. Address "ADVANCEMENT," care HARDWARE, No. 143 Chambers Street, New York.

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York.

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City.

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, New York.

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York.

Digitized by Google

Situations Wanted.

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York.

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind.

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALIST, HARDWARE, care No. 143 Chambers Street, New York.

EXPERIENCED salesman would like line of refrigerators, ice cream freezers, stove boards, shovels, axes and Hardware specialties direct from manufacturer, on commission for New York State. Address, SALESMAN, 192 Hoyt Street, Buffalo, N. Y.

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Offered.

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York.

Wanted to Purchase.

A SMALL Hardware manufacturing business, having an established trade, which will be sold outright, is wanted by an intending purchaser. Address, "PURCHASER," care HARDWARE, No. 143 Chambers Street, New York.

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. BOX 195, Hoboken, N. J.

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York.

Hardware Business For Sale.

A GOOD well-established Hardware, clean stock and well located. Will invoice about $3000, bought while prices were low. Splendid opening for a good tin shop in connection with the store. Rent reasonable. Good reasons for selling. Population 7000. Address M. N., Box 322, Thomasville, Ga.

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City.

SEVEN Nail Machines of four different sizes and making all sizes of wire nail from 40-penny to smallest. Only in use about six months. Address, SHELDON PARKS, Attorney, Cleveland, Ohio.

HARDWARE and House Furnishing business for sale in Brooklyn. Established over 20 years. Good chance for an active man. Address, EXCELSIOR, care HARDWARE, No. 143 Chambers Street, New York.

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis.

A COMPLETE stock of Hardware, saddlery, stoves and tinware. Business well established in a live town and prosperous country. Address A. B. C., care HARDWARE, No. 143 Chambers Street, New York.

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York.

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland.

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York.

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO Cleveland, O., 823 Society for Savings.

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill.

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York.

"ONE OF THE FEW PAPERS WE READ."

Tabb & Jenkins Hardware Co., Baltimore, Md. [*Hardware, Cutlery, Guns, Ammunition, etc.*]: We have always considered HARDWARE as a valuable acquisition to trade literature, and it is one of the few papers which we read through from cover to cover. It is valuable in calling the buyer's attention to new goods on the market, and we should think to the manufacturers, it would be a good medium of introduction. W. L. Fairall.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.



CATALOGUE NOW READY.

Double and Electric Stroke.
Continuous Ringing. . . . .
Trinity Chimes. . . . . .

N. N. HILL BRASS CO.,
EAST HAMPTON, CONN.

Perfection Ventilator

NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.



The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. CO.,
231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

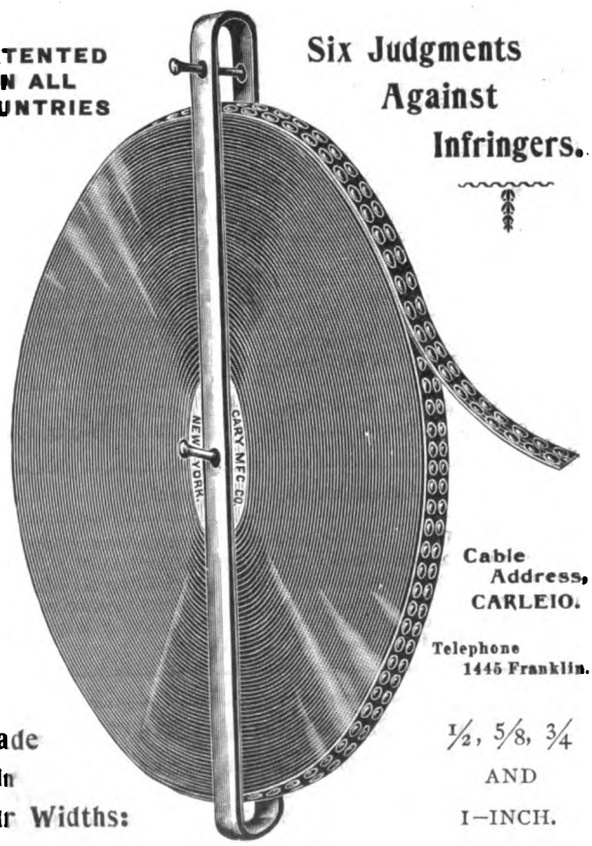
We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, 5/8, ¾ AND 1—INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

BUILDERS' REFERENCE TABLES.

Size of Glass in Windows. 12 Lights.	8 Lights.	4 Lights.	Size of Sash and Frame.	Weights. 1¼ Lbs.	1½ Lbs.
8x10	12 x10	12 x20	2.4 x3.10	4	5
8x12	12 x12	12 x24	2.4 x4.6	4½	5
9x12	13⅛x12	13⅛x24	2.7 x4.6	5	5½
9x13	13⅛x13	13⅛x26	2.7 x4.10	5½	5½
9x14	13⅛x14	13⅛x28	2.7 x5.2	5½	6
9x15	13⅛x15	13⅛x30	2.7 x5.6	5½	6½
9x16	13⅛x16	13⅛x32	2.7 x5.10	6	6½
10x12	15 x12	15 x24	2.10x4.6	5½	6
10x14	15 x14	15 x28	2.10x5.2	6	6½
10x15	15 x15	15 x30	2.10x5.6	6	7
10x16	15 x16	15 x32	2.10x5.10	6½	7½
10x18	15 x18	15 x36	2.10x6.6	7	8
10x20	15 x20	15 x40	2.10x7.2	8	9
11x14	16½x14	16½x28	3.1 x5.2	6	7
11x15	16½x15	16½x30	3.1 x5.6	6½	7½
11x16	16½x16	16½x32	3.1 x5.10	7	8
11x17	16½x17	16½x34	3.1 x6.2	7	8
11x18	16½x18	16½x36	3.1 x6.6	7½	8½
12x14	18 x14	18 x28	3.4 x5.2	6½	7½
12x15	18 x15	18 x30	3.4 x5.6	7	8
12x16	18 x16	18 x32	3.4 x5.10	7½	8½
12x18	18 x18	18 x36	3.4 x6.6		9½
12x20	18 x20	18 x40	3.4 x7.2		10½
12x24	18 x24	18 x48	3.4 x8.6		12

One Hank of Sash Cord will hang 16 Weights. Each Hank Measures 75 feet and weighs about 2 1-4 lbs.

SASH WEIGHTS.—Standard Size List.

Lbs.	Inches diam'r	Inches length	Lbs.	Inches diam'r	Inches length	Lbs.	Inches diam'r	Inches length
2	1 1/16	8¼	9	1 2/16	18	18	1⅞	25½
2½	1 1/16	10	9½	1 2/16	19½	19	2	24½
3	1 2/16	11	10	1 2/16	19	20	2	25½
3½	1 2/16	11	10½	1 2/16	19⅝	21	2	27½
4	1 2/16	12	11	1 2/16	20⅝	22	2	28
4½	1 2/16	13	11½	1 2/16	19	23	2	30
5	1 2/16	13	12	1 2/16	20	24	2	31
5½	1 2/16	14	12½	1 2/16	21	25	2	32
6	1 2/16	14½	13	1 2/16	22	26	2	33
6½	1 2/16	15½	14	1 2/16	23½	27	2	35
7	1 2/16	16¼	15	1 2/16	25	28	2	37
7½	1 2/16	17	16	1 2/16	23½	29	2	38
8	1 2/16	17½	17	1 2/16	24½	30	2	39½
8½	1 2/16	17¾						

2-lb. to 20-lb. Patent Eye. 21-lb. to 30-lb. Solid Eye.
Sizes not on List, and Square Weights, half-cent per lb. extra.
Hopkins' "Handy Notes and Queries."

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—$ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 37 @ 40c
Musket, Waterproof, 1-10's..58 @ 60c
G. D 33 @ 35c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 25%
Cent. Fire, Military and Sporting 15 & 5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. 10&5%
Blank Cartridges, 32 cal.. 10&5%
Primed Shells and Bul'ts 15&5%
R. B. Caps, Round Ball 25&10%
R.B. Caps, Con. Ball, Swgd....25&10%

PRIMERS—
Berdan Primers 10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers 10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 20&5%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder 40&5%
"Black Club," Black Powder 40&5%
"Smokeless" Nitro Powder 40&10&5%
"Acme," Dense Nitro Powder 40&10&10&5%
"Trap," Nitro Powder...40&10&10&5%

GUN WADS—$ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
20%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags $ bag $1.45
Drop Shot, sizes smaller than B, 5-lb bags, $ bag .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag $1.70
Drop Shot, B and larger sizes, 5-lb bags, $ bag .40
Buck Shot, 25-lb bags, $ bag...$1.70
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag.$1.78
Chilled Shot, 5-lb bags $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 8.00
No. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A" CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each.....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 1.65
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$23.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose,
Camp's Success..... $ doz. $3.80
Galion Safety..... $ doz. $3.75
Hartman's Pivot..... $ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye..... $ doz. $3.25
Western..... $ doz. $3.75

Anti-Rattlers—

Fernald, Wire....$ doz. pairs. .75
Burton's, No. 2....$ doz. pairs. .75
Burton's, with bolt holder, No. 1..... $ doz. pairs.$1.00
Kohler's:
Invisible, No. 3..... $ gro. $6.60
Perfect, No. 2..... $ gro. $7.00
Bolt Holder, No. 1..... $ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole....8¾@9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Buddgn, Wrought....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....4@4&10%
Trenton.....8¾@9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....70@70&5%
Common Auger Bits.....70@70&5%
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80. 50&10@60%
Nobles Double Spur, No. 33....70%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit..... 40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 80.....50&10@60%
Ring Augers.....70%
Pugh's Black.....20%
Snell's Jennings' Pattern.....70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&5%

HOLLOW AUGERS—

Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—

Common..... $ gro. $2.75@$3.25
Diamond $ doz. $1.35.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood....40%
for metal 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank..... 60%
New Process.....60&10%
Standard .....60&10%
Syracuse.....60&10%
W. & B. Diamond.....60&10@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's..... .....30&10@40%
Watrous'..... .....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, $ gr.....$3 00@$3.25
H'ld Scratch $ gr.....$3.50@$4.00
Pat. Peg $ gr..... 25@35c
Sewing, Com..... $ gro. 55c@$1.00
Should. Peg $ gr.....$1.35@$1.45
Shouldered Brad. $ gr...$1.50@$1.65
Socket Scratch $ doz....$1.00@$1.10
Stanley Rule & Level Handled Brad..... .....40&10%
Patent Pegging..... .....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10..... 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7..... 50%
Ice Awls..... 55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands..$5.00@5.25
First quality, other " $4.50@4.75
Beveled add 50c $ doz.

HATCHETS—

Collins.....
Findlay Axe & Tool Co...50@50&10%
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade..... 45%
Empire Brand..... 50&10%
Fayette R. Plumb:
Broad, New List..... 40&7½%
Lathing..... 40&12½%
Shingling..... 40&12½%
Warehouse..... 40&12½%
Vulcan Tool Co..... 50%
D. Simmons & Co..
Broad..... 50&5%
Shingling and Claw..... 50&5%
Lath, Hunters' etc..... 50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10-lb pail..... $1.20
25-lb keg..... $2.75
50-lb keg..... $5.00

Balances—

Chatillon's:
Light..... 50¢
Circular Balances..... 50&10%
Straight Balances..... 40&10%
Large Dial..... 85¢
Circular Spring Balances.50&10@60%
Common 24 lb. ..... $ doz. 80c net.

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National..... 50%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—
Extra Heavy Brass..... 65&10%
Light Brass..... 70&10%
Globe (Cone's Patent)..... 40@40&10%
Silver Chime..... 40@40&10%
White Metal..... 70%

DOOR—
Crank, Cone's..... 10%
Gong, Abbe's..... 40@40&10%
Gong, Barton's..... 40&10@50%
Gong, Yankee..... 55&10%
Lever, R. & E. Mfg. Co.'s.80@80&10%
Multi-Stroke..... 55%
New Departure..... 45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List..... 75%
Texas Star..... 50&10%
Western, Sargent's list..... 75%

Bellows—

Blacksmith's..... 70@70&10%
Hand..... 50&5@50&10%
Moulders..... 50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston"..... 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye..... 60&10%
Shield High Grade..... 50&10%
War. 2 XL..... 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..$ doz. $6, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 $ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, $ lb.....9½c
Standard, $ lb.....9½c
Manila, $ lb.....10½c
Pure Manila, $ lb.....11 c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, $ doz. $15.00.....45%
Ives' $ doz. $80.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..$ doz. $2.....33⅓%
Excelsior..$ doz. $10.00....50&10&5%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy $ gro. sets.....$5.50
Gorhams Improved Star Tenon $ grb. $1.00.....25%
Merriman's Brass Lever $ gr. $15.00
Merriman's Iron Lever $ gr...$9.00
Millers Falls $ set $1.00.....15&10%
Security Gravity $ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate $ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts...60&10&10%
Ives' Patent Door Bolts...65@65&10%
Wrought Barrel.....70&5%
Wrought Square.....66⅔%
Wrought Shutter, Standard list.. 50&10%
Wr't Sunk Flush, Sargent's list. 50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....60&10%
Machine.....60&10%
Carriage, Common.....60%
Norway Iron, list Oct. '84.....75&10%
Phila., Eagle, list June 1, '93.....80%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96, 67½%
Bay State, Fluted.....67½%
Eagle Phila., list Feb. 26, '96.....80%
Norway, Phila., list Feb. 26, '96.75%
Common, list Feb. 28, '83.....67½%
Norway, Phila.....75%
R. B. & W., list Oct. 16, '84.....70%
STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....67½%
MISCELLANEOUS—
Sink.....67½%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25@ 0%
Ives'.....35½&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—
1¼ inch, $ gro.....$4.50@$5.00
Inch, $ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers.....$34.80
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list.....80%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@20%
Foster Bros. Flat Hds.....20%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co..30%

Butter and Cheese Triers—
Ordinary Black Handle.....35%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96, 25& 10@25&10&5%
CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts..50&10%
Bronzed, Narrow.....50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 70&10@70&10&5%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....$ gross $1.75@$1.90
Goodell's Acme.....$ gr. $6.00
No. 5, Iron Handle, $ gr....$2.00@2.25
Sardine Scissors...$ doz. $2.00@2.25
Sardine Scissors, Forged Steel, $ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, $ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....20@25%
Wool.....20@25%

Carpet Stretchers—
Montross' "Excelsior," $6.00 $ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, $ doz. 75@80c
Cast Steel, Polished.....$ doz. $2.25
Socket.....$ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Cyco-Bearing:
Amer. Queen.....$ doz. $27.00
Crystal.....$ doz. $36.00
Gold Medal.....$ doz. $24.00
Grand.....$ doz. $36.00
Grand Rapids.....$ doz. $22.00
Hall.....$ doz. $60.00
Prize.....$ doz. $24.00
Premier.....$ doz. $24.00
Superior.....$ doz. $24.00
Welcome.....$ doz $24.00
Hotel.....$ doz. $74.00
Crown Jewel, japan finish, $ doz $19.00
Crown Jewel, nickel, $ doz. $31.00
Furniture Protector, Japan.....$ doz. $22.00
Furniture Protector, Nickel.....$ doz. $24.00
"Standard A," Jap...$ doz. $20.00
"Standard A," Nick..$ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....$ doz. $2.00
Child's.....$ doz. $2.50
Little Daisy.....$ doz. $1.50
Little Jewel.....$ doz. $6.00
Little Queen.....$ doz. $3.50
Misses.....$ doz. $9.00
Quantity rebates on application.
"PRICE BEARING SWEEPERS"—
"Improved Victor," $ doz. net $18.00
"Criterion," $ dos. net.....$16.00
"Popular," $ doz. net.....$12.00
"Sovereign," Jap. $ doz. net. $17.00
"Sovereign," Nic. $ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$18 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap.....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom-Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Aotion, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$73.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....60&10&5@70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60&10%
French or Phila.....60@60&10%
Globe Wheel.....65@65&10%
Martin's Patent (Phœnix).50&10@60%
Plate.....60&10&5@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50&5&5%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%
COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....$ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....$ gro $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....$ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....$ gro. $6.60

Chain—
American Proof Coil, in 1000-lb lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$7.75	6.00	5.00	4.35	4.10	4.00	3.80	3.75

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2½%
Covert Mfg. Co. Heel Chain..45&2½%
Galvanized Pump Chain, with Buckets.....5c
German Coil, list July 24, '97.50&10 @60&1 &10%
German Halter Chain, list July 24, '97.....60&10@60&10&10%
Jack Chain, Iron.....70%
Jack Chain, Brass.....50&10@60%
Oneida Halter Chain.....60@60&10%
Trace, Wagon and Fancy Chains, New List.....60%

Chain Guards—
Aluminum S. & N. Co.....50%

Cherry Stoners—
Enterprise.....25@30%
Family.....net $ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....75&5%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&5%
C. E. Jennings & Co. No 70...25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to 2
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to 2
Tanged Firmers'.....40&10@50%
COLD CHISELS—
Good quality, $ lb.....14c@16c
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $5.50; No. 2, $12.50..25%

Clamps—
Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....20%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's...50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....$ doz. $2.00
Star Shank.....$ doz. $3.75
Star Socket.....$ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00...15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....$ doz. $7.50 net
Monitor.....$ doz. $8.00 net
Stewart Pat.....$ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddel's New Box Mills, Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.51
Solid.....₩ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 30 in, ₩ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Marrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&15&2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Wairous.....30&10@40%
L. & I. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.75
Dover, No. 10.....₩ gro. $6.25
Dover, Steel Handle No. 10, ₩ gro.....$6.25
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00
Rival.....₩ gro., $10.00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....80c. each.
Door Springs, Electric...24c. each.
Karly Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric....5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$31.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OF FF.
Kegs, ₩ lb..4½c	5c	3c	
¼ kegs, ₩ lb.4½c	5½c	3½c	
¼ kegs, ₩ lb. 5c	5½c	3½c	
10 lb cans, 10 in case.... 6c	6½c	5½c	
10 lb cans, less than 10.. 10c	10c	6c	

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..60&10@70%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz, $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—

DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $3.50 No. 3, $1.50 No. 4, $1.00 ₩ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&22½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Creams—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.35	$4.75	$5.35
No.....	5	6	7	8	
₩ doz.....	$3.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft..$2.90
Single Taped Fuse....₩ 1000 ft..$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₩ dos $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Ball Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....60&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—

HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75..... .....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10@60%
Warner & Nobles New List..35&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c
3 to 5 lb.....₩ lb 35c } 30@30&5%
Over 5 lb.....₩ lb 30c
Heavy Weights.....30@30&10%
Wilkinson's Smiths....3½c@10c₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Werks....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—

IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per dos.....$	.90	1.00	1.08	1.25	1.50

60&10@70%

Digitized by Google

Drawer Handles.....%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....50%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.62
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....% gr. $2.25@2.50
Auger, large.....% gr. $3.00@3.25
Auger, Douglass', Pat % set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛.....40%
Auger, Swan's, Pat. % set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....% gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Cross cut.....50%
File, assorted.....% gr. $1.25@1.40
Firmer Chisel, Apple ass'd % gr. $2 25@2.50
Firmer Chisel, Apple large % gr. $2.75@3.00
Firmer Chisel, Hickory ass'd % gr. $2.00@2.25
Firmer Chisel, Hickory, large, % gr. $2.50@2.75
Firmer Chisel, Socket ass'd % gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

GROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&2 %
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing. No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60&10%
Covered.....60&10%
No. 50.....60&5%
New Model.....40&5%
Parlor, Standard.....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, % dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓&5%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&25&5%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 % doz.....40&10%
Wrought.....85&10&5@90%
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Walsworth's.....40&5@40&7½%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate.....
Rolled Raised.....
Plate Hinges "Providence" 6 to 12 in. % D, 5c. 14 to 36 in. % D, 4c. } 70&10%
Screw Hook and Strap. 6 to 12 in., % D.. 3¼@3½c; 14 to 20 in., % D.. 3@3¼c; 22 to 36 in., % D.. 2¾@3c

STRAP AND T HINGES—
Light Strap Hinges.....70&10&10%
Heavy Strap Hinges.....75&5&10%
Light T Hinges.....65&10%
Heavy T Hinges.....70&10%
Extra Heavy T Hinges.....70&10%
Long Chest Hinges.....55&10%
Hinge Hasps.....55&10%
Crate Hasps.....55&10&10%
Crate Hinges.....70&10&10%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....60%
Champion.....60%
Zeil's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, % gro.....$7.50
New Idea, No. 2, % gro.....$13.00
Rex.....% gr. $12.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
VanWagoner & Williams Hdw. Co.:
Acme.....30&5%
American.....30%
Columbia, No. 14.....% gro. $8.00
Columbia, No. 18.....% gro. $24.00
Crown.....30%
Gem.....33⅓%
Knoxall.....% gro. $9.00
Oxford.....30%
Wiles' No. 1, % gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....% doz $13.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...% doz $7.50.....60@60&10%
N. E. Reversible.....% doz $5.60 60@60&10%
N. Y. State..% doz $4.90..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, % doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....60&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....60&10%
Nos. 40 and 50.....30%
Huffer.....60&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 12, 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....30&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....30&10%
Champion Gravity Locking, No. 75.....30&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 30&5%
Tip Pattern, Nos. 1, 3 and 5, 30&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....30%
Niagara Gravity Locking, Nos 1, 3 and 5.....30&10%
Noiseless, Nos 50, 60, 65 and 55.30%
O. S. Lull & Porter.....30&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....30&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 3 Mortise Gravity.....30%
Stanley's Steel Gravity Blind Hinges, % doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
HANDLED—
Crescent Cultivator, 6 in. % doz. $3.50 net
Crescent Cultivator, 7 in. % doz. $3.75 net
Crescent Double-Bit % doz. $3.75 net
Crucible Cut-Easy..% doz. $4.50 net
Cotton.....30&7½%
Dunlap's Boys', Ladies', Toy.....30%
Garden.....30%
Ladies' and Boys'.....30&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&40%
Magic.....% doz $4.80
Mattock Hoe.....% doz. $3.75 net
Planter's.....30&15%
Texas Cut-Easy.....% doz. $4.25 net
Warren Hoe.....60&10%
Weeding.....75&5%

EYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—
Hill's:
Rings.....% gr. boxes..$3.00@3.25
Ringers.....% doz. 50@55c
Kohlers, Horse Nail, Ringers, % gro. $9.00
Perfect Rings.....% gro. $7.00@$7.50
Perfect Ringers.....% doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agat.....40 &1 %
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&5&10 1 %
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light % doz. $5.50; Medium % doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list..50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....60@60&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....% doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, % doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....30&10%
Crescent, Coat and Hat.. ...60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. C.....25c 23c 23c 21c 21c. 40&10%
American, all sizes, 9½@10c.....net
Ausable.....25c 23c 25c 24c 23c. 40&10&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....23c 23c 23c 21c. 21c 40%
Capewell...19c 18c 17c 16c 16c. 10&5%
Champlain..23c 23c 23c 24c 23c 40&5&2%
Clinton Fin.19c 17c 16c 15c 14c. 30&10&5%
Essex.....23c 23c 25c 24c 23c. 40&10&30%
Lyra, all sizes.....9½c., net
Maud S.....25c 23c 23c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n.23c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..25&5%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, % set, $1.80
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.50
Perkins Improved Snow.....% lb 4c
W. & B. Rubber Pad....% set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10&5%
"Imperial".....50&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....40&10%
Staple.....40&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....% gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....% doz. $12.00 } 25
Ice Crusher, No 3, % doz. $3.40 }
Ice Crusher, No. 2, % doz. $5.00 } 5
Ice Crusher, No. 1, % doz. $20.00 }
Ice Tools.....% doz. $4.00 } 25
Sargent's Ice Awls.....25%
Snell's.....30%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, % doz. $4.00.... 25@30%
No. 34.....% doz. $15.00.25@25&5%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives.% doz. $1.80...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, % gr.....$1.35@$1.50
Carriage, Jap.....% gro. 80c, 60&10%
Door Knobs, Hemacite.....50&10%
Door Mineral.....% doz. 60@65c
Door Por. Jap'd.....% doz. 65@70c
Door Por. Nickel...% doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '85. 40%

Digitized by Google

Latches—

Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—

Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. $6.00 14 in. $6.25 16 in. $6.50 each net
Pennsylvania....60&10%
Racine:
14 in. $15.0 16 in. $17.00 18 in. $19.00 20 in. $21.00 each 60%
Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—

Enterprise....35&30%
Gibbs' Arc....⅌ doz. $10.00
Gibbs' Hustler....⅌ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
⅌ doz. $12.00 $15.00 $24.00..35%

Leaders—

Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....⅌ lb 6¾c
" " cut lengths....⅌ lb 7¼c
Lead Pipe, Tin Lined....⅌ lb 12½c
Block Tin Pipe....⅌ lb 87½c
Sheet Lead, full rolls....⅌ lb 7¾c
" " cut rolls....⅌ lb 8¾c
Quantity discount 2½

Lemon Squeezers—

Berger Bros. ⅌ doz. 8-in. $1.00; 10-in. $1.40....30%
Dean's, Nos. 1, ⅌ doz. $6.50; 2, $3.35 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ⅌ doz. $9.60
Jennings' Star...⅌ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....⅌ doz. $6.00 $0&10@40%
Wood, Common ⅌ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ⅌ gro....20@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ⅌ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....60@60&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Yale....net prices

CABINET—

Eagle Lock Co....37½%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices

TRUNK—

Corbin's....25%
Eagle....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Matteocks—

Cronk's Garden....33⅓%
Regular Goods....60&10

Meat Cutters—

American....30%

Nos.	1	2	3	4	5	5
Each	$5	$7	$10	$25	$50	$60

Dixon's....⅌ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.50	$5	$4	$5

Hales Pattern ⅌ doz....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..⅌ doz $36....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$98

Miles' Challenge ⅌ doz....45@45&10%

Nos.	1	2	3
	$22	$30	$40

Woodruff's ⅌ doz....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ⅌ doz $60.00

Meat Juice Extractors—

Enterprise....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ⅌ lb..25c
No Name....⅌ lb..15c
Mystic....⅌ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat....⅌ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—

Matchless (Canton, O.), ⅌ doz. $12.00

Motors—

COFFEE MILL—

Specialty Novelty Co....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.

Wire Nails and Brads; Papered, Ass'n list, Dec 1, 1898....35@35&5%

PICTURE—

Brass Head, Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—

Black Hawk, per doz....$9.00
Eclipse....⅌ doz. $18.00..25&10&10%
Giant, No. 1, ⅌ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....⅌ doz $18.00, 20%
National....⅌ doz. $24.00, 40%
Pelican....⅌ doz $9.00, 40@40&10%
Scranton No. 2....⅌ doz. $10.00
Scranton No. 3....⅌ doz. $9.00

Nail Sets—

Buck Bros....37½%
Cannon's Diam'd Point ⅌ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled.... ⅌ gro. $10.00
Hunters' Cup Point, Plain.... ⅌ gro. $9.00
Octagon....⅌ gro. $4.00@$4.75
Round, assorted....⅌ gr. $3.00@3.25
Square....⅌ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—

Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—

Acme, Japanned, ⅌ gross $30.00..40%
Acme, Nickel Plated, ⅌ gro. $35.00 20%
Turner & Seymour Mfg. Co....60%

Nuts—

Cold Punched, Square, off list. $5.00
Hex, off list....$5.00
Hot Pressed, Square, off list..$5.20
Hex, off list....$5.60

Oilers—

Brass and Copper....50&10%
Cushman & Denison's:
Gem....⅌ doz. .50
Leader....⅌ doz. .60
Perfect Oilers....⅌ doz. $1.50
Star Pocket Oilers....⅌ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ⅌ lb....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ⅌ lb....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ⅌ lb:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ⅌ lb....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x3, ⅌ doz....$12.00
7x3, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ⅌ lb.... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanising, Pure per lb 70c....30&5%
Extra....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%

MISCELLANEOUS—

American Packing....9c@10c ⅌ lb
Cotton Packing....13c@14c ⅌ lb
Italian Packing....11c@12c ⅌ lb
Jute....5¼c@5½c ⅌ lb
Russian Packing...12½c@13½c ⅌ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance....⅌ doz $4.50
Baldwin....⅌ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....⅌ doz 12.00
Improved Bay State.⅌ dz..$27@30.00
Little Star....⅌ doz 4.00
New Lightning....⅌ doz 5.50
Penn....⅌ doz 3.75
Perfection....⅌ doz 4.00
Reading, 72....⅌ doz 4.00
Reading, 78....⅌ doz 7.00
Scott's Pat. Rotary, ⅌ doz $15.00, 20%
Turntable, Old Style....⅌ doz 4.50
Turntable, 1898....⅌ doz 5.00
White Mountain....⅌ doz 4.00

POTATO—

Saratoga....⅌ doz 5.50
White Mountain....⅌ doz $4.50

Pencils—

Dixon's:
Carpenters'....⅌ gr. $2.25@7.75
Carpenter, Blue or Red Lead....⅌ gro. 4.00@7.50
Lead....⅌ gro. 2.18@4.36
Lumber....⅌ gro. 6.87
Mascot, Hexagon....⅌ gro. 3.75
Mascot, Round....⅌ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....50@50&10%
Bench, Second Quality....60%
C. E. Jennings & Co....50&10%
Molding....40&10%

IRON PLANES—

Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10@50&10&10%
Miscellaneous...25&10@25&10&10%
Steer's Iron Planes..50&10@50&10&5

PLANE IRONS—

Auburn "Thistle", Ohio, Sandusky, Buck Bros....30&10@40%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....30&5@25%

Pliers and Nippers—

Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ⅌ doz. $12.00...25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ⅌ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ⅌ doz $13.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6⅔ dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....35&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's....25%

Polish, Metal—

Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—

Dixon's Plumbago....⅌ lb 8c
Joseph Dixon's....⅌ gro $5.75, 10%
Gem....⅌ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ⅌ doz. $ .75; ⅌ gr. $6.50
1½ qt. ⅌ doz. $ .85; ⅌ gr. $8.00 } 10@15%
2 qt., ⅌ doz. $1.15; ⅌ gr. $12.00
Quincy Corn Popper, 1 qt., ⅌ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ⅌ doz. $34.00....2½%
Kohler's:
Little Giant, No. 12....⅌ doz. $12.00
Hercules, No. 25....⅌ doz. $10.00
Invincible, No. 6....⅌ doz. $ 9.00
Pioneer, No. 714....⅌ doz. $ 7.50
Lock Lever, No. 20....⅌ doz. $12.00
Universal, No. 49....⅌ doz. $12.00
New Champion, No. 37 ⅌ doz. $ 6.50
Iron Handle, No. 38...⅌ doz. $ 5.00
Ryan's....⅌ doz., $30.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $3.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 20@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's Pruning Shears ₱ doz $3.50@$3.75
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears. 60%
Pruning Shears, Henry's Pat. ₱ doz.....$2.50@2.75
Waters Tree Pruners.....75&10@80%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump..... .....$12.00
No. 3, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5&5%
Check.....55%
Spring.....50&5&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—
Barn Door, Light, In. ⅛ ⅝ ⅜
Per 100 feet.....$1.40 1.65 1.80
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....2¼c

B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $3.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 5c
Sliding Door, Wr't Brass, 1½ n. ₱ D, 35c.....60&10%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&3½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 20@$3 15
Lawn Queen, Impr'd, net ₱ doz. $3.30@$3.50
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $3.25@$3.00
Malleable.....75%
Oneida Lawn.....doz. $6.00
Peerless Socket and Shank 70&10&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓&5%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....70%
White Japanned.....40%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated..... .....50%
White Porcelain.....80%
Solid Brass and Bronze Metal.35%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40@40&10%
Hose with Burrs.....40@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....70%
Thousand, in bulk.....70%
Thousand, in papers.....70%
Coopers, in bulk 70%
Block, and Carriage, in papers.70%
Hame.....70%
Belt with burrs, tinned or coppered..... .....70%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope -
Cotton Rope, Best, ¼ in. and larger.....₱ D 13 @14c
Medium, ¼ in. and larger.....₱ D 10 @12c
Common, ¼ in. and larger.....₱ D 8½@10c
Jute Rope.....₱ D 5½@ 6c
Manila:
7-16 in. and larger..₱ D 9¾c
⅜ in.....₱ D 10¼c
¼ and 5-16 in.....₱ D 11¾c
Hay Rope, Med.....₱ D 6¾c
Sisal:
7-16 in. and larger....₱ D 8¾c
⅜ in.....₱ D 9¼c
¼ and 5-16 in.....₱ D 9¾c
Med. L'th Y'rn.....₱ D 8¼c
Hay Rope.....₱ D 8¾c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₱ D 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ D 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ D 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&50%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ D 14@18c
Cable Laid Russia....₱ D 13½c@14c
Common India.....₱ D 8½c@ 9c
Common Russia Sash, ₱ D 12½c@13c
Patent India.....₱ D 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ D 30c
"Samson" Braided Drab, Cotton.....₱ D 35c
"Samson" Braided Italian Hemp.....₱ D 33c
"Samson" Braided Linen, ₱ D 56c
Silver Lake:
A Quality, Drab.....₱ D 40c. 15@15&7½%
A Quality, White.....₱ D 35c. 15@15&7½%
B Quality, Drab, ₱ D 35c..... 15@15&7½%
B Quality, White ₱ D 30c..... 15@15&7½%
United States:
B Quality.....₱ D, 18c
C Quality.....₱ D, 16½c
White Cotton, Hard Braided. ₱ D.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush 0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety .....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....65%
Bronze M. Knob 65%
Wrought Bronze and Brass..62½%
Cast Iron.....66⅔&5%
Cast Bronze and Brass.....66⅔&5%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....20%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide.....60%
Band ⅛ in. to 1¾ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood saw Blades.....4 %
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....35%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....3 %
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2.....50&10%
Scale Beams, List Jan. 12, '93.40&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $4.00.....40&10%
Box, 1 Handle.....₱ doz.. $2.00
Box, 2 Handle....₱ doz.. $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz.. $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Elastic Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 8, $12.50%
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $34.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@5o&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....83⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....77½&10%
Brass, Round Head.....72½&10%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75&10%
Coppered, Round Head.....72½%
Drive Screws, Diamond Point 82½%
Iron, Bright Flat Head.....82½%
Iron, Br't R'd & Oval Head.....70%
Nickel Plated, Iron Flat Head..72½%
Nickel Plated, Iron R'd Head..72½%
Silver Plated, Iron Flat Head..72½%
Silver Plated, Iron R'd Head..72½%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895.
Common Point.....70&15%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—
Raisin, Enterprise.....25@30%

Shaft Couplings—
Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning, See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1891.
60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M.W. Co., list July, 1882.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1896.
60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade. No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2d Grade
Plain Back...	$9 30	$8.40
Strap Back....	8.10	7.80
Cleveland Pat'n	9.00	8.10

	C3, 3d Grade	D4, 4th Grade
Plain Back...	$7.10	$3.90
Strap Back....	6.90	6.60
Cleveland Pat.n	7.20	6.60

All other sizes add 30c doz Black deduct 30. coz.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—
Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9.55%
Kraut Cutters, 46x12, 60x 2.....40%
Enterprise.....20@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&5%
Empire.....10&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—
Covert Mfg. Co.....35&2%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 5 &10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—
TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels. 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—
Nichols Bros.:
Butcher.....50%
Table.....50%
Kitchen.....5.%

Stocks and Dies—
BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks .90&10@90&15%
Carpet Tacks:
American, Blued....90&20@90&25%
American, Tinned...90&20@90&25%
Swedes Iron Tacks:
S. S.....90&30@90&35%
Bill Posters' and Railroad Tacks:
S. S.....90&40@90&50%
Common and Patent Brads..75&10%
Finishing Nails.....80@80&5%
Gimp Tacks:
S. S.....90&35@90&40%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S.....90&30%
Trunk and Clout Nails:
Steel, Black.....80@80&10%
Steel, Tinned.....80@80&10%
Upholsterers' Tacks:
S S.....90&30@90&40%

MISCELLANEOUS—
Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Dble. Point.....90&5@90&10%
Miniature Keg Tacks.....66⅔&33⅓%
Parisian Gilt Nails, carton.....40%
Plymouth Rock Tacks....66⅔&33⅓%

Tack Pullers—
Columbia, No. 1, per doz., net,....$1
" " 2, " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—
American Asses' Skin....40&10@50%
Leather Case.....25@35&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....25%
Lufkin's Steel and metallic..30&10%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—
Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tin, Perforated—
Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—
Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—
Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&5%

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25&20%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.96

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....20&10%
Tower & Lyon.....33⅓%
Preatiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb., Car., Wood Track....$2.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$1.25
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.60
Floor Hooks, ¾ in. ₩ doz. ... .05
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .50
Hanging Hooks for Single Steel Track, ₩ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .55
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$2.00

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .35
Nellis Fork, each.....$1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car.....$8.75
Reed Wood Frame Pulley with Hook, Fig. 424, ₩ doz.....$2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft..... .09
Sprouts Shear Fork, each....$1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.50
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.15
Wrought Rafter Brackets, ₩ doz..... .45

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ dz $2.50.15%
Mouse, Delusion..... 40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Ma t Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden 40%
C. E. Jennings & Co.:
Brick..... 30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box..... 60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@5 &5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....30%
Parker's.....20@25%
Oval Slide.. .....50&10%
Vietor..... 30%
Prentiss.....30@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &11%
Oval Slide.....50&11%

SAW FILERS—

Bonney's Nos. 2 & $15.00.....80&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Vulcanizers—

National Cement & Rubber Mfg. Co No 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Weed Extractors—

"Pastime".....₩ dos. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....net@5%
Bright Wire Goods, New list...30%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16..70@70&10%
Cop'd, Nos. 6 to 16.....67½%
Galv., Nos. 6 to 16.....6 ½c
Tin'd, Tinned list Nos. 6 to 18.67½%
In stones Bright or Ann'd..75&10%
Picture Wire.....New list 75&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ℔.....60@70c
Stub's Steel Wire.....$3.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$3.00

Wire Rope—

List.
Cast-steel.....7½&2½&2% cash
Iron.....7½&2½&2% cash
Iron, Galvanized.7½&2½&2% cash

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ dos. $1.80

Wrenches—

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Coes':
Genuine.....40&10&5&5&5%
"Mechanics'."..... 40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme .....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25
Colby Wringer Co., list May 1, 1894, 25
Lovell Mfg. Co., list July 2, 1894...25
National Wringer & Mfg. Co., list Jan. 1, 1895.....25
Peerless Mfg. Co., list Feb., 1898...25
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....40c
Linseed, City, Boiled, in barrels ₩ gallon.....42c
Out of Town on Spot..₩ gal.....40c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....32@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $30.00@$31.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net.....6¼
In lots of 500 pounds and over, ₩ ℔.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ℔ 8½@9c
Litharge, Kegs, ₩ ℔.....5½@6c
Zinc, American, Dry, ₩ ℔....4½@5c

Putty—

In bbls. and half bbls.....1½@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....45 @—c

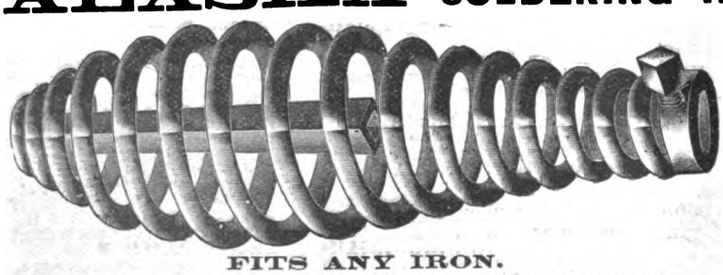
Dry Colors—

Blue, Chinese.....₩ ℔ 30 @35
Blue, Prussian.....₩ ℔ 29 @33
Blue, Ultramarine..₩ ℔ 6 @30
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered...₩ ℔ 3 @7 c
Umber, Turkey, burnt.....₩ ℔ 2½@3½c
Umber, Turkey, raw.....₩ ℔ 2½@3½c
Green, Chrome, Ordinary.....₩ ℔ 4 @11
Green, Paris, in bulk, ₩ ℔ 15@1
Indian Red, American.....₩ ℔ 2½@ 3 c
Indian Red, English.....₩ ℔ 4½@8½

Colors in Oil—

Black Lampblack, Best.....₩ ℔ 13 @15 c
Black Lampblack, common.....₩ ℔ 7 @ 10 c
Blue, Chinese.....₩ ℔ 35 @40 c
Blue, Prussian .....₩ ℔ 25 @35 c
Blue, Ultramarine..₩ ℔ 16 @20 c
Sienna, bur't... .....₩ ℔ 14 @18 c
Sienna, raw..... ₩ ℔ 14 @18 c
Umber, burnt.....₩ ℔ 12 @16 c
Umber raw.....₩ ℔ 12 @16 c
Brown, Vandyke....₩ 12 @18 c

ALASKA SOLDERING IRON HANDLE



FITS ANY IRON.
Want to see one? Send us 25c. We will mail you one.

. . . ALWAYS COLD.

Sold by all Jobbers in Hardware or Plumbing.

Made only by . . . .

TROY NICKEL WORKS,
ALBANY, N. Y.

The Brownfield Buyer's System

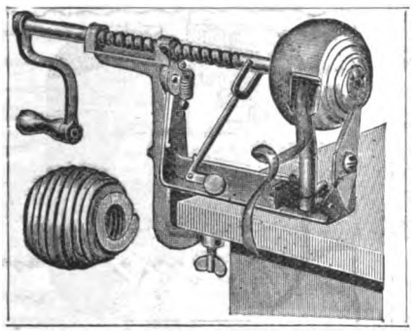
Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

APPLE PARERS.

SINCE 1864 the making of apple parers has been an important feature of our business, and, as we are constantly looking for improvements, and making use of them too, our present line, which consists of nine different machines, although not all new, may be said to be the culmination of thirty-five years of practical experience.



The illustration here given represents the WHITE MOUNTAIN PARER, COREER and SLICER. It has been imitated (not once or twice), but never equalled, and is to-day the most durable, substantial and satisfactory low priced Parer, Corer and Slicer for family use; and, we may also say, the one most widely known and used.

We have made it a point to supply every need in the line of apple parers for homes, hotels, restaurants, bakeries and evaporating factories.

Our new machine, THE TURN TABLE "'98" (it pares and knocks off the apple) is meeting with wonderful favor. We verily believe it has more good points to the square inch than any other parer we ever saw. If you haven't seen it, you should. Most jobbers are selling our parers. Catalogue free. . . . .

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, - ANTRIM, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

OVER 1,000,000 IN USE.

THE

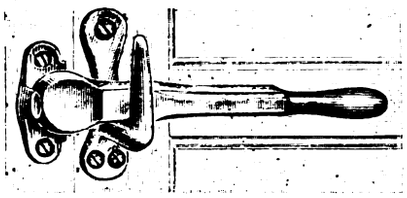
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No 2, 9 inch lever; No 3, 6 inch lever; No. 4, 6-inch lever; No 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12 00	$15.00	$24 00	$ 6.00	Per Doz
No. 2	9.00	12.00	18.00	20.00	"
No 3	5.00	7.50	12.00	11.00	"
No 4	3.00	3.00	7.00	8.00	"
No 5	2.25	2.00	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . **Discount.**

M. H. HICKEY & SON,

375 Market St., NEWARK, N. J.

CARPENTER PENCILS.

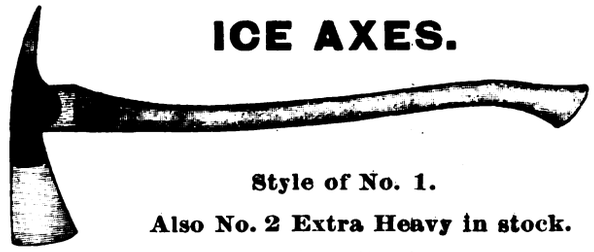
We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL, STEEL, BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

G. W. BRADLEY'S SONS,

ICE AXES.



Style of No. 1.

Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.
They always sweep well
Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Running Qualities.
Beauty of Finish.
Mechanical Perfection.

Our Catalogue and prices will interest you.

The Goshen Sweeper Co.,

EVERY SWEEPER WARRANTED. GRAND RAPIDS, MICH.

Digitized by Google

SEE THE TWO ANCHORS AND THE NAME ROGERS

TRADE MARK:

LIKE THIS ROGERS ON "ANCHOR" BRAND

SILVER-PLATED WARE.

Get the silverware which bears the above impression and then nobody can have any better than you'll have in the ROGERS ANCHOR BRAND. New designs all the time. Same through and through quality all the time.

Factories: HARTFORD, CONN. NORWICH, CONN. WALLINGFORD, CONN. TAUNTON, MASS.

The Rogers Anchor Brand is made only by us.

WM. ROGERS MFG. CO.,

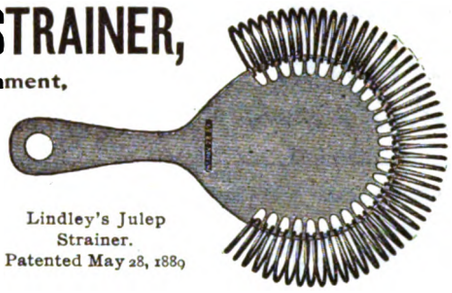
Main Office & Salesrooms: HARTFORD, CONN.
NEW YORK OFFICE, 149 Church Street.
PHILADELPHIA, 506 Commerce St.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment.

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 1889

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF JOSEPH RODGERS & SONS, LTD., SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS, TABLE CUTLERY, SCISSORS, RAZORS, HUNTING and BOWIE KNIVES POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO., 93 Chambers Street, New York.

Established 1836. ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO. } HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED, CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT, FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES, SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE, GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE, GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

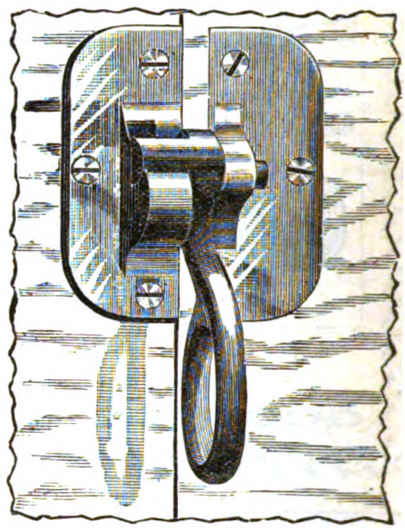
Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., ORIENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT

Refrigerator Fastener.

The only Practical Fastener in use.



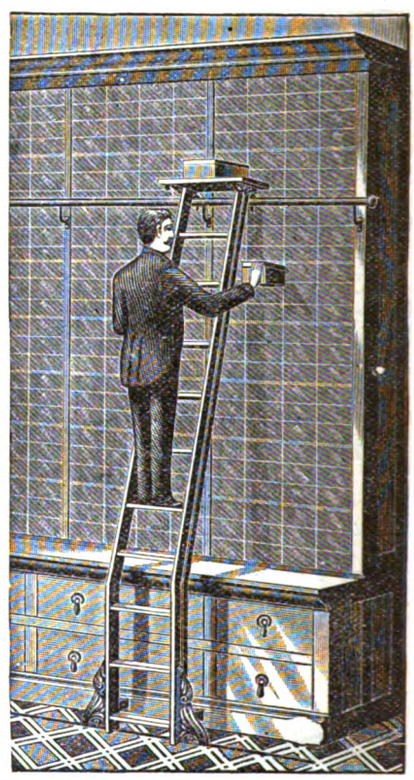
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 82 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.
Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.
Cycloid Cycle Co., Grand Rapids, Mich.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Iver Johnsons Arms & Cycle Works, Fitchburg, Mass.
Lafin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.
The Audit Co., New York N. Y.

Augers.
Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.
Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Nickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Openers.
Smith & Hemenway Co., New York, N. Y.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Bronze Powders.
J. Manching & Co., New York.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Cabinet Locks.
Fox Cutlery Co., Hoboken, N. J.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.
Burr Feeler Co., Batavia, Ill.

Coal Screens.
Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago

Countersinks.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enameled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
L. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co., New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubbe Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York

Mangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Browne & Mansfield, New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surplees, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co Buffalo N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lape Bros., Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
A. E. Hutchinson, Newark, N. J.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York,

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co., Hartford Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany N. Y.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co. Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Burr Mfg. Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co, Bridgeport Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razor Strops.

William A. Shull, Philadelphia

Reamers.

Standard Tool Co, Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Safes.

Herring-Hall-Marvin Co., New York.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Payson Mfg. Co., Chicago. Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co., Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
P. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.
Wm. Rogers Mfg. Co. Hartford and Norwich, Conn.; Taunton, Mass.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New, Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.

Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Stoves.

Plume & Atwood Mfg. Co., New York.
Troy Nickel Works, Albany, N.Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Troy Nickel Works, Albany, N.Y.

Stove Trucks.

See Trucks, Stove.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.

Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.

Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.

Tacks.

Salem Nail Co., New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.

Holroyd & Co., Waterford, N. Y.

Tiles.

Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York.

Traps.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.

John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W. N. Co., Newark, NJ.

Tubing.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Standard Tool Co., Cleveland, O.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.

Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.

Edward Darby & Sons, Philadelphia.

Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.

Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.

Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.

Edward Darby & Sons Philadelphia.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.

Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc.

Bruce & Cook, New York.

Zinc Nails and Tacks.

Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street. NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

Allerton-Clarke Co 39
A. P. W. Paper Co..... 4
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co.....13
Arcade File Works.....39
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....47
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co..... 1
Audit Co.....45
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley, Jos.....41
Barnes (Wallace) Co 43
Barnett (G. & H.) Co.....68
Barrett, W. L..... 1
Berger Bros Co.....14
Berger Bros. Co.....50
Berger, L. D.....4
Bicycle Step Ladder Co.....60
Bigelow, J. F.....11
Bissell Carpet Sweeper Co..... 3
Boardman (Luther) & Son.....41
Bommer Bros.....68
Brainerd-Tanner Co..... 2
Brass Goods Mfg. Co.....50
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr-Fesler Co..... 5
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....18
Capewell Horse Nail Co.....68
Cary Mfg. Co.....50
Champion Safety Lock Co.....41
Champion Steel Range Co.....18
Chatillon (John) & Sons..... 6
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co.....17
Coates Clipper Mfg. Co.....10
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co.....60
Contractors' Plant Mfg. Co.....68
Cooney, Seiner & Co.....13
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cuban Exposition & Trading Co..38
Cushman & Denison.....37
Cycloid Cycle Co.....10

D

Darby (Edward) & Sons 67
Dickinson, Thos. L.....41
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....59
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co.....59
Edgar Mfg. Co. 18
Edwards Sad Iron Co.....18
Ellis & Helfenberger.....48
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 41

F

Field (Alfred) & Co.....60
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....53
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 67
Glidden Varnish Co..... 34
Goodell Co.....59
Goshen Sweeper Co.....59
Gould Packing Co..... 67
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....48
Hardware Publishing Co.....16
Harrington & Richardson Arms Co.....14
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....59
Heller (W. C.) & Co..... b
Herring-Hall-Marvin Co..... 7
Hickey (M. H.) & Son.....59
Hill Dryer Co.....17
Hill (N. N.) Brass Co.....50
Holmes & Edwards Silver Co.....60
Holroyd & Co..... 7
Howard Iron Works.....68

I

Iowa Farming Tool Co.....45
Ives (H. B.) & Co.....15

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2
Johnson's (Iver) Arms & Cycle Works.....37

K

Kearney & Foot Co.....41
Keuffel & Esser Co..... 3
Kilbourne & Jacobs Mfg. Co.....36
Kimball Bros.....14
Kohler (F. E.) & Co.....15

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....35
Lancaster Machine & Knife W'ks.10
Lane Brothers Co..... 2
Leonhardt & Co.....14

M

Magnolia Metal Co..... 1
Mann Wm. H.....48
Martin, James F.....48
Mast (J. M.) Mfg. Co..... 9
McKinney Mfg. Co.....16
Merchant & Co..... 2
Miles, Franklin S.....18
Morrill, Charles.....18
Mugford, A.....28
Myers (F. E.) & Bro.....17

N

National Enameling & Stamping Co..... 9
National Saw Co.....10
N. J. Car Spring & Rubber Co....15
New Jersey Wire Cloth Co.....65
New York Stamping Co..... 4
Newton Wm. M..... 2
Niles Mfg. Co 2
North Bros. Mfg. Co..... 43

P

Parry Mfg. Co..... 4
Pastime Lawn Mower Co..... 9
Payson Mfg. Co..... 2
Peck (Fred W.) & Co.....67
Pelouze Scale & Mfg. Co.....45
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum.....15
Pike Mfg. Co.....43
Plume & Atwood Mfg. Co.....43
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Robertson, Arthur R.....17
Rodgers (Joseph) & Sons 60
Rogers (Wm.) Mfg. Co.....60
Rolfe, I.....14
Root Bros. Co.....38
Root Bros. Co.....68
Russell & Erwin Mfg. Co.....4

S

Salem Nail Co.....45
Samson Cordage Works..... 1
Sargent & Co..... 43
Scranton (The) & Co.. .....
Sedgwick Machine Works.....14
Shull, Wm. A..... 38
Silver Mfg. Co..... 3
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....41
Smith (Wm. G.) & Co..... 4
Sommer's (John) Son.....61
Standard Co.....50
Standard Tool Co..... 1
Stanley Rule & Level Co.....57
Stanley Works.....
Stebbins (Chas. J.) & Co.....
Stevens (J.) Arms & Tool Co.....
Steward & Romaine Mfg. Co 43
Stimpson (Edwin B.) & Son.....68
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11

T

Tie Co..... 1
Tower & Lyon.....13
Townsend, C. C. & E. P.....43
Troy Nickel Works.....58
Tuck Mfg. Co.....13

U

Underhill, Clinch & Co.....59
Underhill, Clinch & Co..... 68
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....66
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....38
Welch (T. F.) Mfg. Co.....67
Wells, Heber.....10
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..67

Y

Yale & Towne Mfg. Co.....41

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohocs, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



PENNSYLVANIA WIRE WORKS.



EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

We R the People for

ADJUSTABLE WINDOW AND SCREEN DOORS,

Galvanized Poultry Netting,
Window Screen Wire Cloth,

Electro Rustless Wire Cloth,
Electro Bronze Wire Cloth.

SEND FOR CATALOGUES AND WE WILL QUOTE PRICES.

"DAILY FEEL THE BENEFIT."

Energy Mfg. Co., Philadelphia, Pa. [Dumbwaiters]: We daily feel the benefit of our card in your columns.

TRADE MARK.



A. CHIPMAN, Treas.

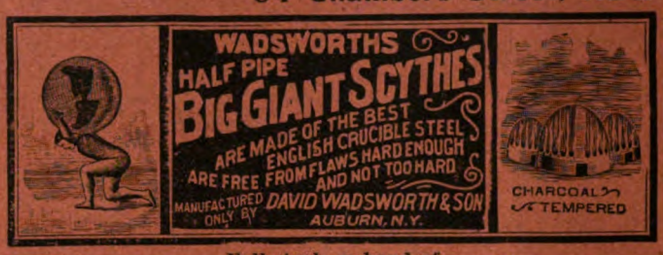
GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS



Digitized by Google

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.



Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
DERBY and BALL'S snaths, No. 45, 75, 100.



The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of

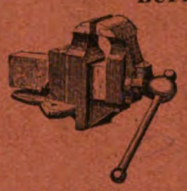


Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
. . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

Howard Iron Works,
BUFFALO, N. Y.



Manufacturers of
BENCH VISES.
Price Lists Sent on Application.



CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,
Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.
Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the... GENUINE CLEVELAND DRILLS
Wood Bits



Blk. Stock Drills
TWIST DRILL CO.,
New York Store, 99 Reade Street.
CLEVELAND, OHIO, U. S. A.

BOMMER SPRING HINGES ARE THE BEST
"PRACTICALLY UNBREAKABLE" SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.



GEM
Spring Hinges.
Twenty Years of
SUCCESS.
BALL TIPS, Made in All Finishes.
Sold by Leading Jobbers.
MADE BY
Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

ALL NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 8. New York, July 25, 1899. $1.00 A YEAR

MAGNOLIA METAL

IN USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.
Room 524 Board of Trade Bldg., Montreal.
No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.
London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

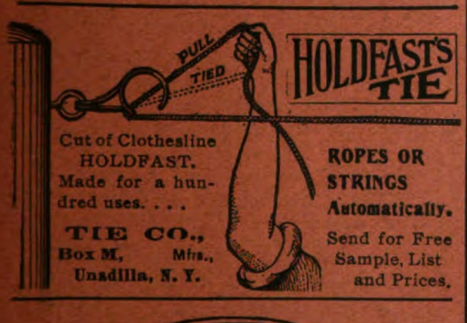
71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.
TUBE CUTTERS—for Cutting Glass Tubes

SEND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,
Box M, Mfrs.,
Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

Straight Shooting

Depends upon

Reliable Ammunition.

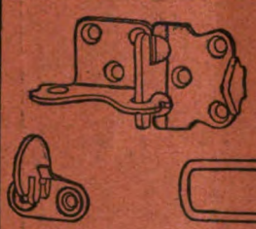
The charge in a factory-loaded shell is always uniform--its carrying power and accuracy never vary. We make every class of cartridge used in a firearm, and will be pleased to send you descriptive price list upon application.

Perfect Scores.

Union Metallic Cartridge Company,

Bridgeport, Conn.

Winners of Handicap 1893-94-95-97-98-99. Agency, 313 Broadway, New York.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

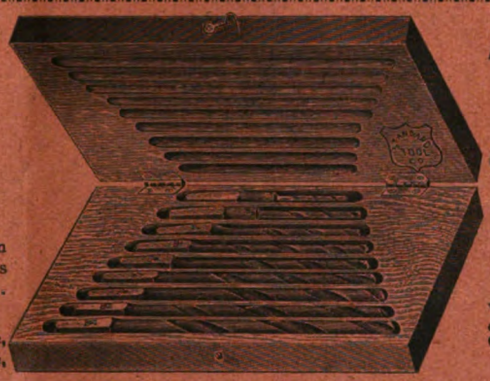
The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

Bit Stock Drills

To drill Steel, iron or other metals as well as wood. . . . .

No. 13 Set.

One each—2-32, 3-32, 4-32, 5-32, 6-32, 7-32, 8-32, 10-32, 12-32.



Size of Box, 5 x 7 x 1¼ inches.

New Work frequently requires *New Tools.*

Good Work always requires **Standard Tools**

Write to us or to your dealer for Illustrated Catalog . . .

Please mention HARDWARE.

94 Reade St., New York. **THE STANDARD TOOL CO.,** CLEVELAND, OHIO, U. S. A.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 35.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible. In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1¼



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood** We have combined two **principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* **101 Reade St. NEW YORK.**

Digitized by Google

Fuller Brothers & Co.,

139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.



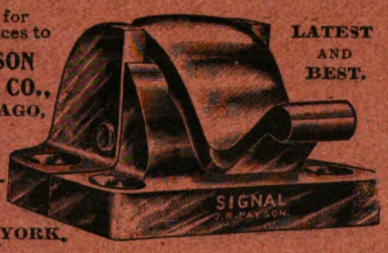
Our 1898 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it,

ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to

PAYSON MFG. CO., CHICAGO, and 88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,

90 Chambers St., N. Y.

Mfrs. Hardware Specialties,

DICKSON TRANSOM LIFTERS

AND OPENERS.

Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T Locking Pivot.

Also Agency . . .
W. N. BRUNTONS & SON, Scotland,
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.



NILES PATENT D. A.

SPRING HINGES AND BLANKS.

New Pattern.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. Co.,
13 S. Canal St., CHICAGO.

LANE'S

PATENT STEEL BARN

DOOR HANGERS.



We are the originators and largest makers of U shaped Hangers

Get Genuine Lane Hangers

For Best Satisfaction.

LANE'S Patent Noiseless Steel Parlor Door Hangers.

Three different Styles and Prices.
All Steel Anti-Friction.
Silent Tread Wheel.
All run on Same Rail.
Each set Packed with Screws.



LANE BROS. CO.,
429-461 Prospect St., POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar.—Gets as hard as brick—

MY FACE ON EVERY BAG

PRICES

$1.60 per doz. 10 lb. bags in 2 doz. lots
$1.00 per doz. 6 lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel

ADDRESS WILLIAM M. NEWTON
ALBANY, N.Y.

The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

HIGH GRADE

Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

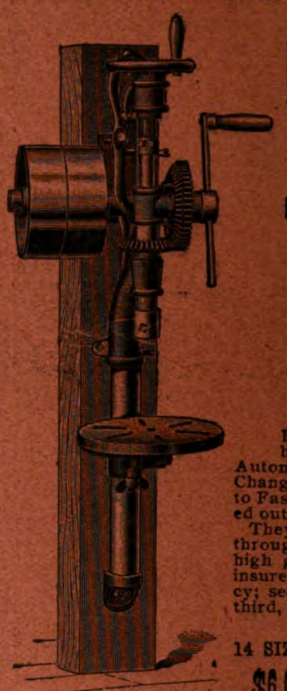
We are the largest manufacturer of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



DRILLS

FOR

BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

$6.00 to $65.00

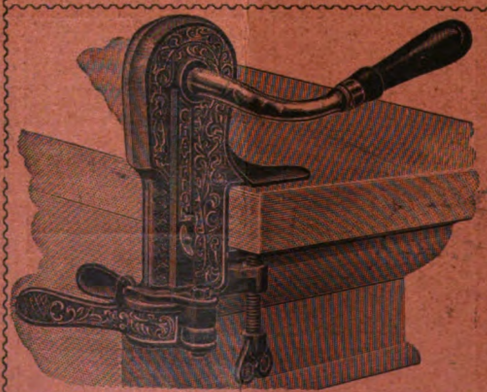
Special discounts to repairmen.

ADVANCE No. 12.
125 lbs. - $10.00.

EVERY DRILL GUARANTEED.

THE SILVER MFG. Co

345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,

FREEPORT, ILL.

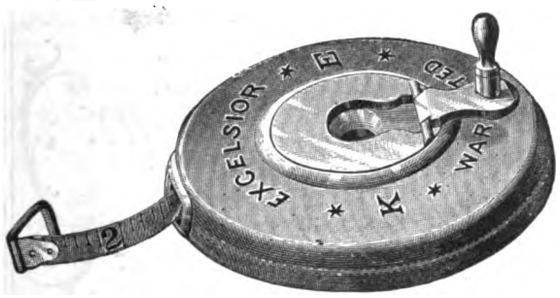
Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

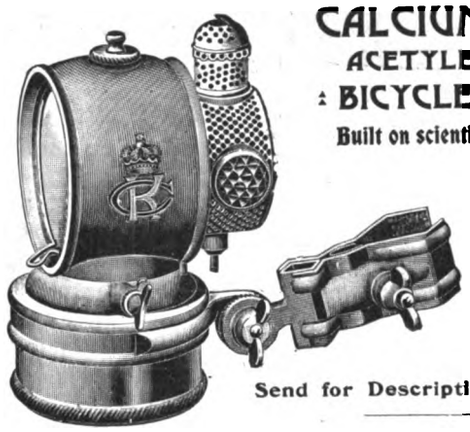
SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.



CALCIUM KING ACETYLENE GAS BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

Waterbury, Conn.



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

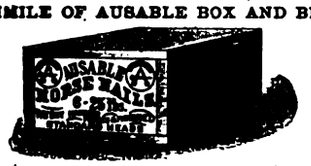
THE ORIGINATORS OF

Hot Forged Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.





FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

OUR FAMILY CASE OF TOILET PAPER

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

A.P.W. PAPER CO ALBANY, N.Y.

RETAILS FOR $1.00 PER CASE.

A. C. AUSTIN ENG. CO. ALBANY, N.Y.

Eclipse CURRY COMBS

WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

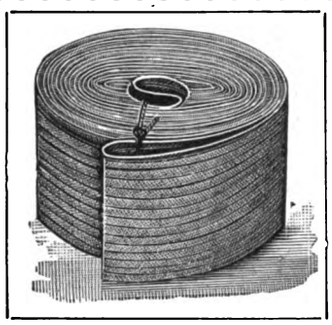


MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

REGISTERS ROUND, SQUARE & CIRCULAR TOP.

MARBLEIZED STONE, SLATE STONES, HEATER PIPE, DAMPERS AND ALL THE TRIMMINGS THAT GO WITH THEM.

TINNERS' & ROOFERS' SUPPLY HOUSE L. D. BERGER 59 N. 2nd. PHILADA PA

ESTABLISHED 1835.

JOHN CHATILLON & SONS,

MANUFACTURERS OF

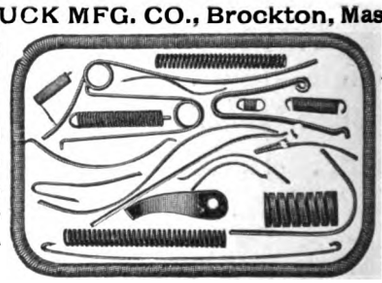
SCALES, BUTCHERS' TOOLS AND MACHINERY. .

85 to 93 Cliff Street, NEW YORK.

Sole Agents:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

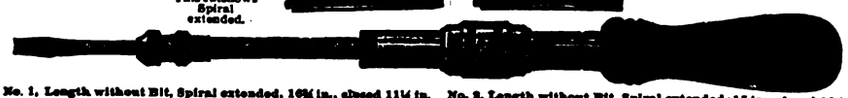
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 10¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 10¾ in., closed 10¾ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

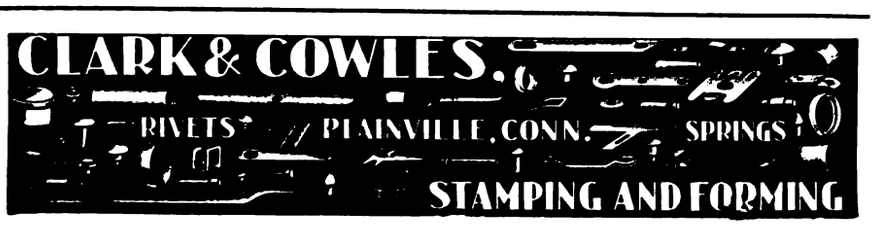
. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 61, Length Spiral Extended, 18 in., closed 11¼ in. No. 62, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 97 READE STREET, NEW YORK, U. S. A.



J. MARSCHING & Co.,



Importers and Manufacturers of

BRONZE POWDERS

In Gold, Aluminum, Copper and all colors.

BRILLIANT BRONZES

for gilt work on Axes and Tools, Wire and Iron Railings, Hardware Specialties, etc.

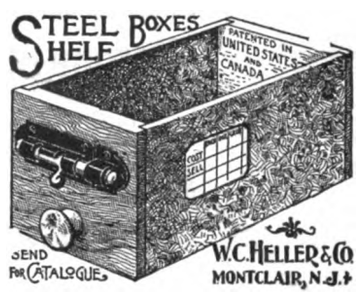
LINING BRONZES

for fine Striping or Bicycles, Carriages, Lawn Mowers, etc. **GOLD PAINTS** in package form for Hardware dealers.

Send for Samples and Prices.

27 PARK PLACE, NEW YORK.

ESTABLISHED 1869.



You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**

- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment.

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .



Lindley's Julep Strainer. Patented May 28, 188

Sample Prepaid, 50 Cents.

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

Herring-Hall-Marvin Co.,

Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,
54-56 Bleecker St., New York.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark 

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

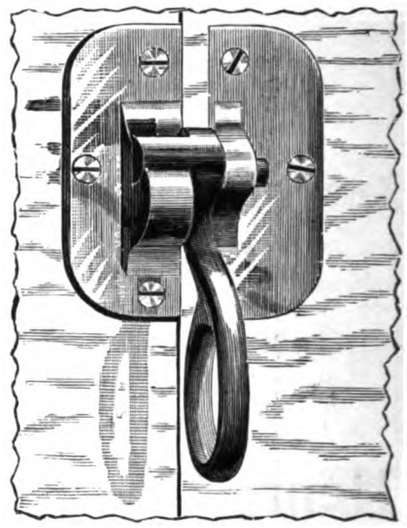
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is **ease of operation.** The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the **Chicago** or **Bicycle Step Ladder** system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & Co., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE Co., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

STEVENS RIFLES

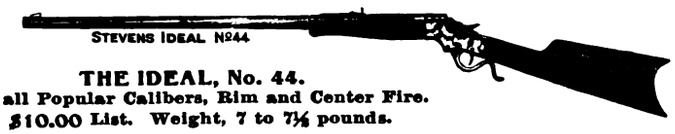
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the ***Best Selling Line*** a dealer can carry. . . . .



THE FAVORITE.
List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

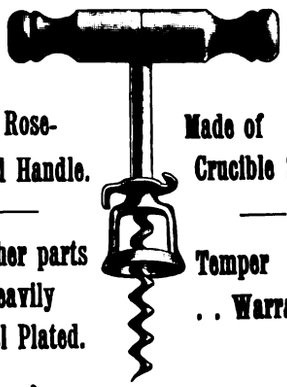
SEND FOR COMPLETE CATALOGUE AND HAND-BOOK.
CORRESPONDENCE WITH TRADE SOLICITED.

J. STEVENS ARMS & TOOL CO., P. O. Box 315, **Chicopee Falls, Mass.**

NEW HAND POWER

Combination Cork Screw

CROWN and SEAL OPENER also WIRE CUTTER.



Fancy Rose-wood Handle.

Made of Crucible Steel.

All other parts Heavily Nickel Plated.

Temper . . . . . Warranted.

No. 1642, By the Dozen - - - $3.00 net

This Screw will remove Crowns, Baltimore Seals, break Wires and extract Corks, virtually combining Four Articles in one. . . . . .

THE WILLIAMSON W. N. CO.,
Newark, N. J.

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship
and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,
315 BROADWAY, NEW YORK. ILION, N. Y.



Grindstones...

LOOSE AND MOUNTED.
ALL GRADES OF GRIT.

Write for Catalogue and prices.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.

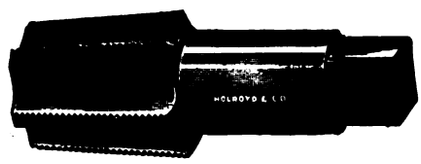
Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar. Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of **STOCKS & DIES, TAPS, etc.**



Holroyd & Co.,
Waterford, N. Y.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

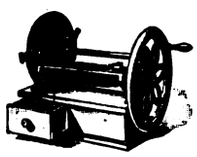
Digitized by Google



Sausage Stuffer and Lard Press



Meat Juice Extractor



Rotary Smoked Beef Shaver



Raisin and Grape Seeder

ENTERPRISE

Meat and Food

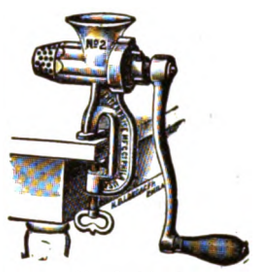
Choppers

TINNED

28 sizes and styles, $1.50 to $275.00



No. 8, $2.00



No. 2, $1.50



No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets **Philadelphia, Pa., U. S. A.**

New York Branch, 10 Warren Street



Power Meat Chopper

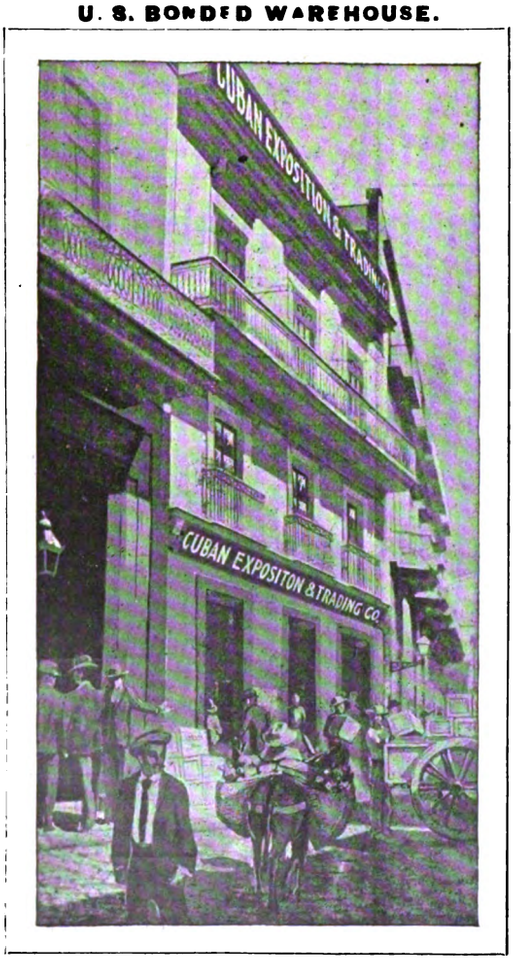


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

U. S. BONDED WAREHOUSE.



The Cuban Exposition and Trading Company

11 Broadway, New York City

Offers floor, shelving and show case space, or private business rooms, in its Havana Exposition and Sales' Building at a reasonable monthly rental, **with contract for pushing the sale of represented goods** in all parts of the island.

The Company having valuable Cuban connections provides American manufacturers and dealers with exceptional opportunities for establishing markets in Cuba for their wares and merchandise.

The exhibit opens this month in Havana in the Company's Exposition building, which has been designated a U. S. Bonded Warehouse which obviates the necessity of outlay for duties. This will be the most effective trade developing establishment in Cuba.

EDWIN B. HAY, President, - - Washington, D. C.
PEDRO CASANOVA, Vice-President, - - - Havana.
JUDSON H. GRANT, Vice-President, - New York City.
C. H. WORTHEN, Secretary, - - 11 Broadway, New York.

Please mention "HARDWARE" in correspondence with Company.

Digitized by Google

PATENT GRANITE STEEL WARE

NATIONAL ENAMELING & STAMPING CO.

MAIN OFFICE,

78 & 80 Beekman St., NEW YORK.

BRANCHES:

BALTIMORE, MD. *ST. LOUIS, MO.* *MILWAUKEE, WIS.*
BROOKLYN, N. Y. *GRANITE CITY, ILL.* *BERLIN, L. I., N. Y.*
PORTLAND, CONN. *BELLAIRE, OHIO.*

Producers of everything that can be made in

Enameled, Tin, Copper and Metal Ware.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

BLIZZARD No. 1.

Patent applied for.

A Cold Day for Rats.

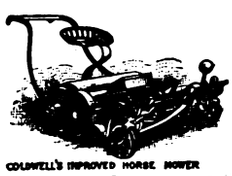


SET WITH SAFETY LEVER.

IT DON'T CRACK YOUR FINGERS.

No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, ...Pa. .



COLDWELL'S IMPROVED HORSE MOWER

IMPERIAL

HIGH GRADE HAND & HORSE



NINE BLADE 23" CUT FOR PUTTING GREENS

LAWN MOWERS

ONLY

COLDWELL LAWN MOWER CO.

NEWBURGH N.Y.

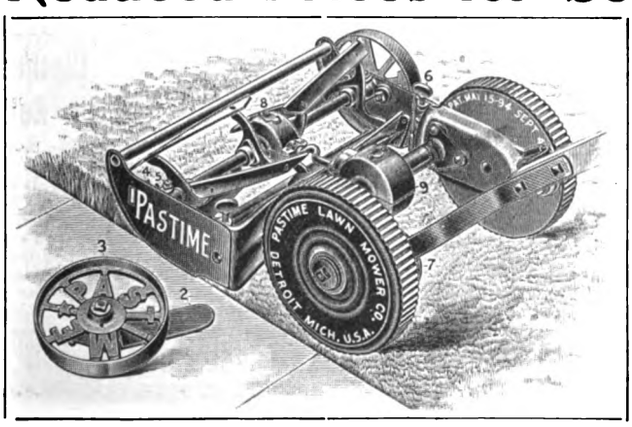


CHAIN ROLLER MOWER



FAMOUS IMPERIAL MOWER

Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

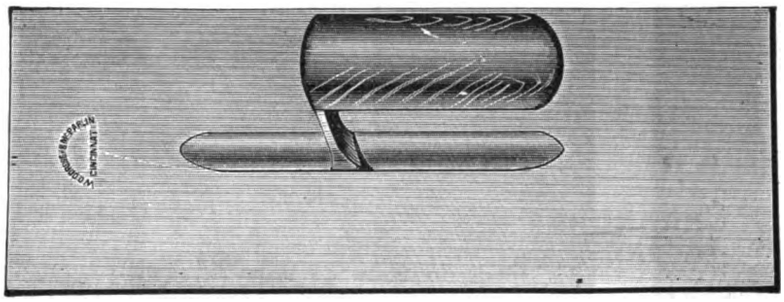
SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

ALL METAL REPEATING AIR RIFLE.

5 Different Styles. Send for Gun Catalogue.



3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.
Globe Sights. Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

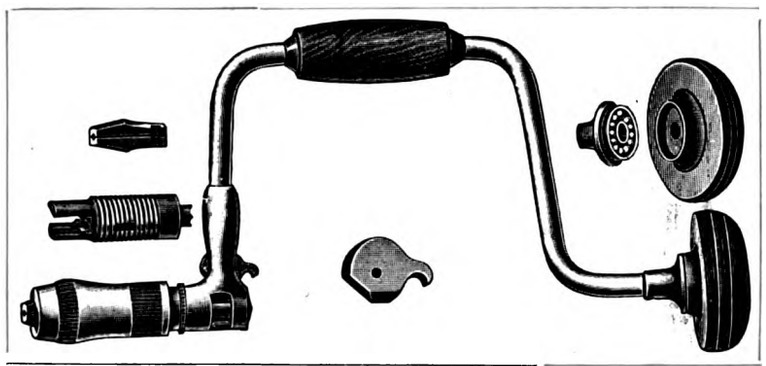
Cycloid Cycle Co., Grand Rapids, Mich.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.
Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.



This is the "Proper Clothes Line Reel," with which a line can be Stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, $1.25. Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.

E PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.

PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.

Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

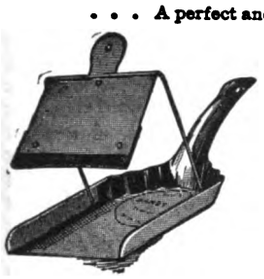
is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the **Dandy Sink Cleaner** on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

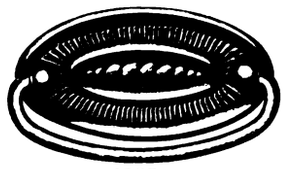
Covert Mfg. Co.,



WEST TROY, N. Y.



1000



1395



5046

American Ring Co.,

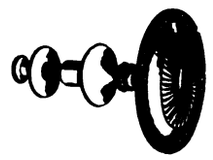
——Waterbury, Conn.

MANUFACTURERS OF . . .

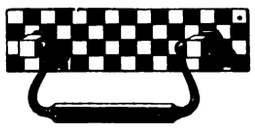
Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.



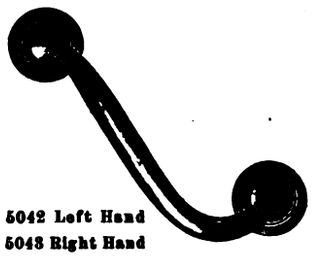
070



1439



200



5042 Left Hand
5043 Right Hand



10007

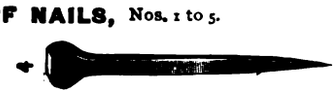
"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

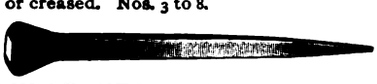
"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

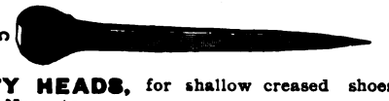
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



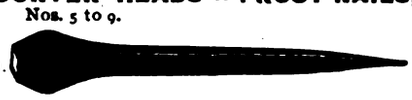
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

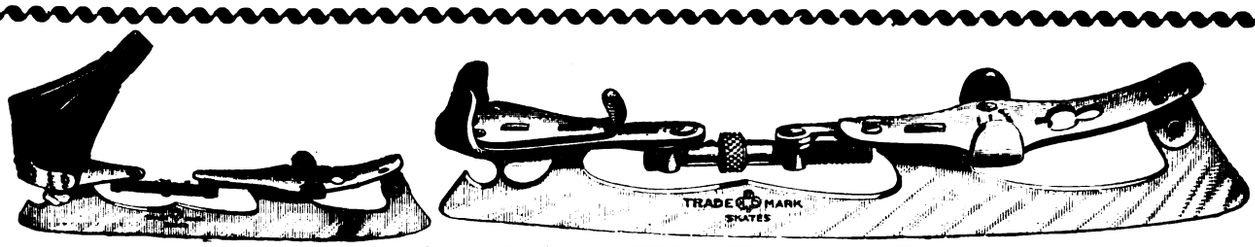
For terms and discounts address

PUTNAM NAIL CO.,

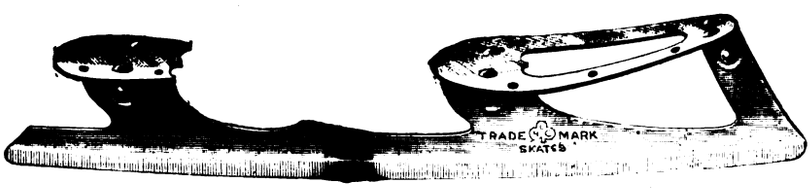
BOSTON, MASS.

Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

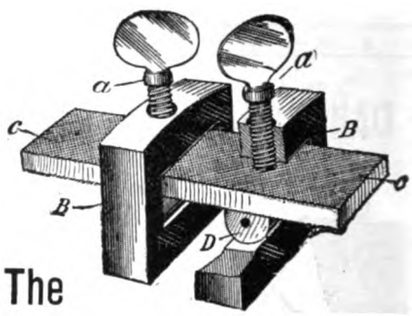


UNION CLUB SKATE.

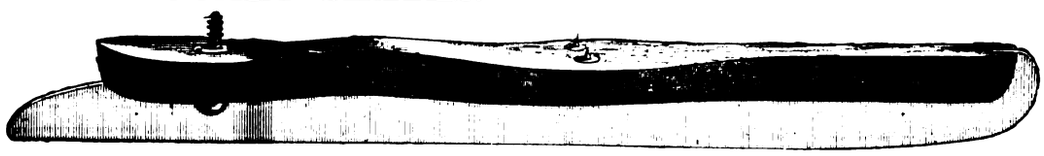




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

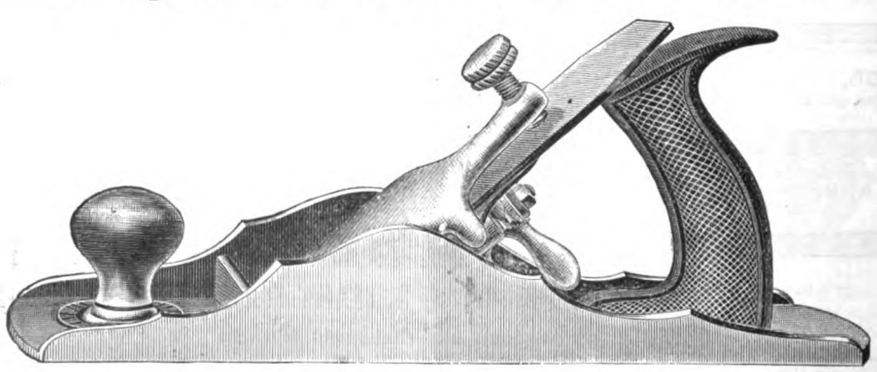
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

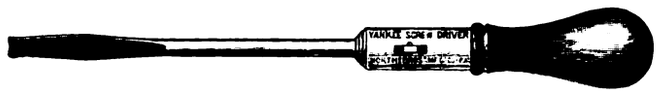
TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

Other Tools are very good Tools, but—

"YANKEE" TOOLS are better.



"YANKEE" RATCHET SCREW DRIVER, No 10.

Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



"YANKEE" SPIRAL-RATCHET SCREW DRIVER, No. 30.

Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.

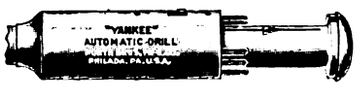


"YANKEE" AUTOMATIC DRILL, No. 40.

For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

SOLD BY LEADING DEALERS IN TOOLS AND HARDWARE.

Insist on "YANKEE" TOOLS



IF YOU WANT THE BEST AT A REASONABLE PRICE.

"YANKEE" TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.

IMPORTANT TO

Hardware Merchants.

CHART IN THREE COLORS,

16 x 44 inches.

Showing Photographic Reproductions Warren's New System

Portable Sectional Shelving.

Shipped to all Parts of the World.

Twenty different combinations described and priced. A copy mailed to dealers (without charge) on request.

Made by

J. D. WARREN MFG. CO.,

CHICAGO, ILL., U. S. A.

HARRINGTON & RICHARDSON ARMS COMPANY...

... MAKERS OF

HIGH-GRADE REVOLVERS.

WORCESTER, MASS., U.S.A.



Safe, Reliable, Accurate.

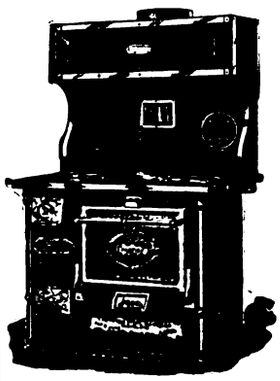
Cut shows our . . .

"Premier"

32 Calibre . .

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.



THE CHAMPION AND MARQUART

are the only . .

. . Double Flue

. . Steel Ranges

made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

THE ELKINS SAW FILER AND CLAMP

Holds and files a saw perfectly Makes every tooth the same. Requires no experience. Adjusts instantly to any position desired. Always ready for use. No loose parts to get out of order. Durable, Light and Strong

Strong inducements to pushing dealers. See this paper on the 10th of each month for full description and illustration. Write for prices and discounts.

A. J. Wilkinson & Co., 180-188 Washington St., BOSTON, MASS.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.



There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.

Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND

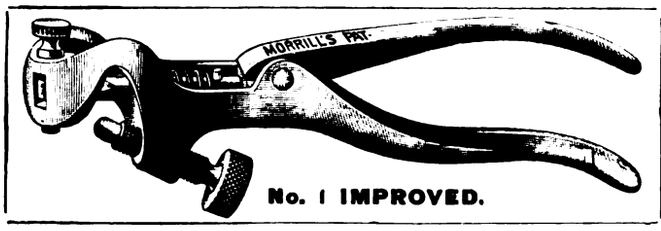
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

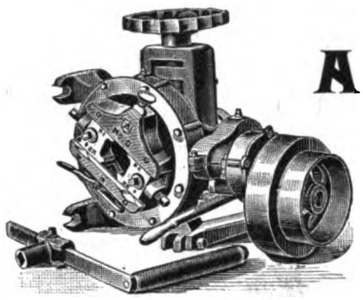
CHAS. MORRILL, 35 Warren St., N. Y

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

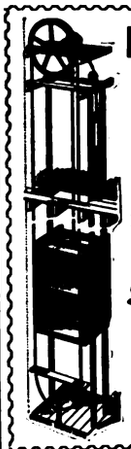
Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 130 CENTRE STREET.——



DUMB WAITERS & ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

SEDGWICK MACHINE WORKS,

36 Carroll St., POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.

B. B. LEMON SQUEEZERS.



A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

SEND FOR PRICES ON EXTENSION LADDERS.

Berger Bros. Company,

PHILADELPHIA.

Mfrs. Tinners' Hardware and Roofers' Supplies.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated,

PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

I. ROLFE,

HALF TONE AND LINE CUTS

...Delivered When Wanted...

PHOTO-ENGRAVER and ILLUSTRATOR.

No. 6 Park Place, NEW YORK.

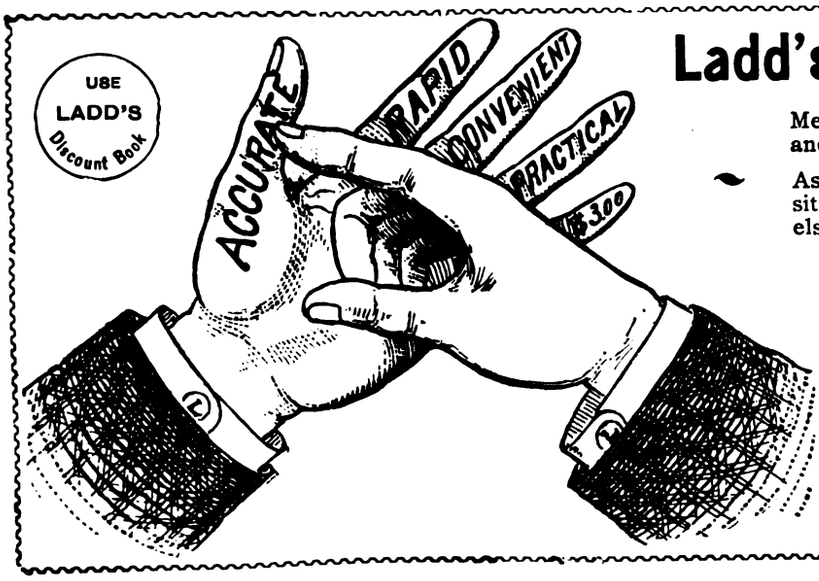
HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse! No injuries as caused by other Studs! Great Saving of Horses and Horseshoes! Price List, with Testimonials, Post Free. Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN and COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.

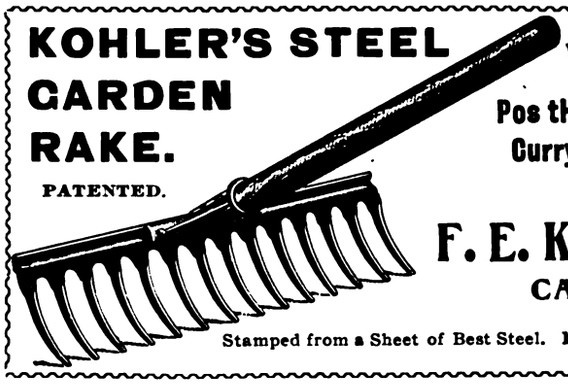


Leaders with the Trade
30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

KOHLER'S STEEL GARDEN RAKE.

PATENTED.



WRITE FOR CATALOG OF

Post Hole Diggers, Lawn Rakes, Curry Combs, Corn Planters, Shovels, etc., etc.

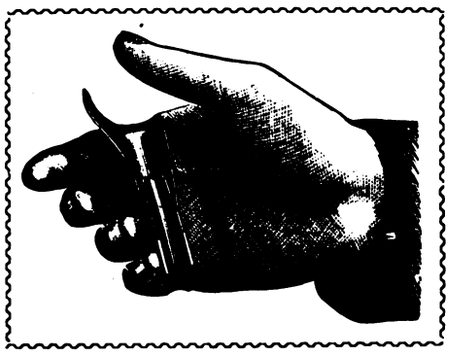
F. E. KOHLER & CO.,
CANTON, OHIO.

Stamped from a Sheet of Best Steel. Made in 10, 12, 14 and 16 Teeth.

The Universal Corn Husker.

All Steel!

Nickel Plated!



A. W. Brinkerhoff's Patent.

Adjustable to Fit any Hand or for Extension to Wear over Glove or Mitten!

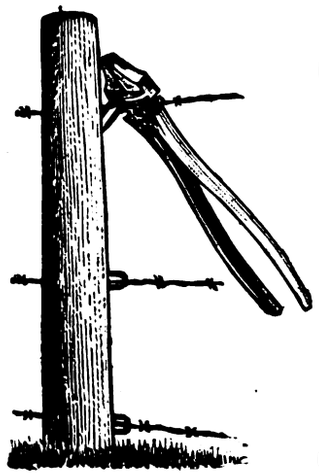
OUR HUSKERS have now been in the market for thirty years under their various forms, and maintain themselves at this day as the STANDARD CORN HUSKERS.

NO STRAPS, NO STRINGS, NO ELASTIC WEB, NO RAW HIDE, NO SCREWS, NO RIVETS.

Nothing to wear out or become disarranged.

JOHN H. GRAHAM & CO., Sole Selling Agents, **113 Chambers St., N. Y.**

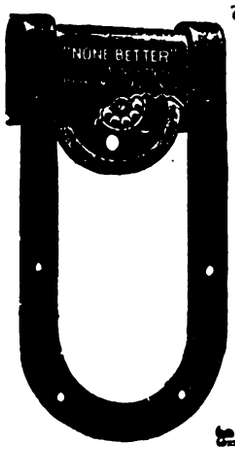
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures, Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified, Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

The Mechanics' Friend, A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures, Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - - $1.50

Skeleton Structures Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - - $1.50

Iron Truss Bridges for Railroads, The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, i reference to economy in combination, etc. By C. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning, By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - $1.50

Modern Moulding and Pattern Making, A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing, A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary, A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy, A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting, Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



MYERS

WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



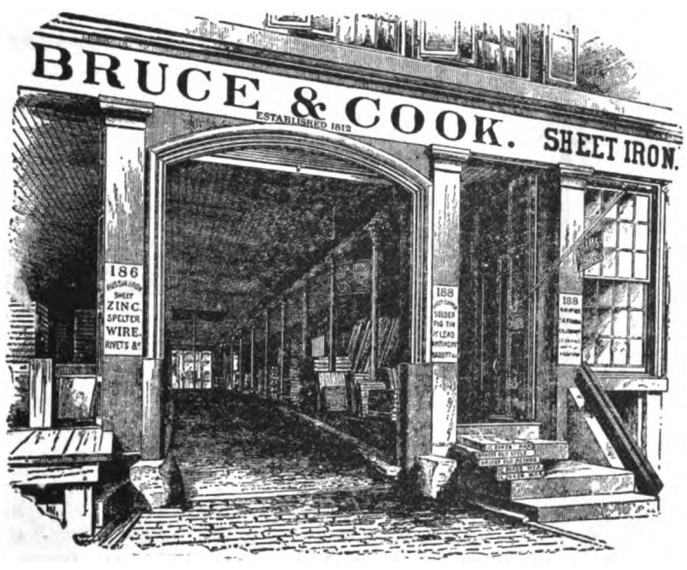
F. E. MYERS & BRO.
FILBERT CUT
ASHLAND, OHIO.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

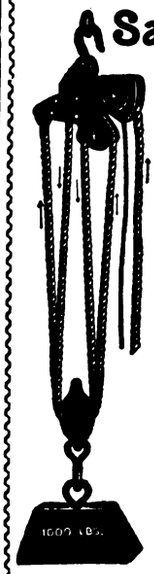
We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Bars.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Bars.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Saces.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

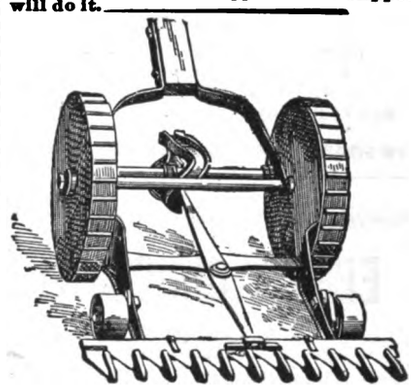
Send for circulars and prices.

. . THE . .

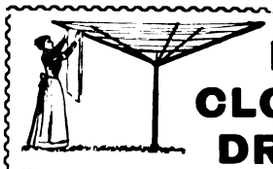
BURR MANUFACTURING CO.
823 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.

The Mower . . .

That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,
NORRISTOWN, PA.



HILL CLOTHES DRYER.

More than 100,000 in use. Pleasing everybody. Both yard and balcony Dryers.
Fold them up without removing clothes-line and take indoors when not in use.
Sold by the Hardware Trade. Send for Illustrated Catalogue giving full description and prices.
HILL DRYER COMPANY, Worcester, Mass.

PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in HARDWARE a magazine progressive and enterprising.

Digitized by Google

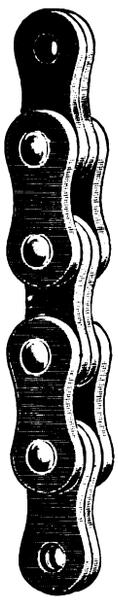
The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.





"Giant," "Red Metal" and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING . . .

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

1420 Chestnut Street,

PHILADELPHIA, PA.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING LEADING HARDWARE FIRMS WHO DEAL IN OUR GOODS EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO.,	Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO.,	Mobile, Ala.
BECK & GREGG HARDWARE CO.,	Atlanta, Ga.
LEE-GLASS-ANDREESEN HARDWARE CO.,	Omaha, Nebraska.
JONES HARDWARE CO.,	Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

PHILADELPHIA.

NEW YORK. CHICAGO

Digitized by Google

THE NEW YORK PUBLIC LIBRARY

HARDWARE

George Munson will spend his vacation this summer down by—buy the "Fallstock," near "Oldprices," if—well, just if—.

President Sargent, while abroad, will find many a haven of rest, but when he returns, he will find a New Haven where he is better known.

Some of the boys are enquiring if the recent litigation between prominent makers of Builders' Hardware was superinduced by the prevailing epidemic of Lock-jaw.

The "Kid", who when asked if he "wanted to see the new baby," said "No! I'd rather see the stork that brought it," must certainly have heard the grand mother's talk.

C. B. Judd, vice president of the Bissell Carpet Sweeper Co. is summering at his cottage at Ottawa Beach on the banks of Lake Michigan where he has his naphtha launches at his disposal.

At the last annual meeting of the Norton Door-Check & Spring Co. the stockholders voted to discontinue the business of manufacturing and selling door checks, and to wind up its affairs.

When Treasurer Keating, while abroad, gazed upon the beautiful dome of St. Peter's at Rome, he is supposed unconsciously to have uttered the "Keating" trade mark—"See that Curve!"

The *City of Paris*, when leaving the Manacles, was evidently better "off," even with the "list to port," they mention. But the Hardware Club is certainly better off with a List to wait.

Someone jokingly asked Manager Prentice: "What kind of sheets are used on brass bedsteads?" He promptly answered, "Discount sheets!" Upon the further enquiry, "When?" came the pat reply, "On the Spring's approach."

Governor Bissell, of the Club, designs taking his rest this Summer on a yacht, where he's sure of a big boom, and where daily sails can take place without his taking a commission, for there the nautical log knocks out the catalogue.

Trade with the Argentine Republic is reported to be in an exceedingly flourishing condition at present. Last month's shipments of a prominent commission house in the Coffee Exchange Building consisted of agricultural, electrical and general industrial machinery and Hardware to the value of nearly $200,000.

Mr. Thomas F. Keating, well known to the trade from his long connection with the Yale & Towne Mfg. Co., and as treasurer of the Hardware Club, returned July 5th by the steamer *Teutonic*, from an enjoyable trip abroad, during which he visited many points of interest in Great Britain and spent some time in Continental trade centres.

The Cuban Exposition & Trading Co., No. 11 Broadway, New York, open their exhibit in Havana during the present month. They have had their establishment in that city declared a United States bonded warehouse, which precludes any necessity on the part of exhibitors of making any preliminary outlay for the customary duties.

The American Tin Plate Factory at Elwood, Ind., the largest in the world, resumed operations July 16, giving employment to 2000 persons, and all receiving more wages than under the old scale. The payroll is increased $5000 per week. The plant is being still further enlarged by the addition of five more mills and 30 tinning shops.

George N. Lusson, the traveling representative for Greene, Tweed & Co., No. 17 Murray Street, New York, departed recently on *La Normandie* for a trip abroad, intending to take five weeks for an inspection of the markets of Paris and London for novelties in the brass goods line that can be duplicated in this country in a more popular manner. Greene, Tweed & Co. have under way an entirely new catalogue of their line of brass goods which will be ready for the trade about September 1st.

James H. Oliver, the younger brother of Frank J. and Thomas E. Oliver, who form the firm of Oliver Bros., No. 127 Duane Street, New York, having been associated with his brothers since the original formation of the firm, was recently admitted to partnership therein. It is a pleasure to note the reward achieved by persistent activity and recognized fidelity. He has been thoroughly trained in all the details of the important business established by his brothers, and in his promotion he has the best wishes of his many friends.

The man who started this new industry deserves a crow-mo. At Brookville, Pa., there resides an inventive genius, who, learning that he could obtain twenty-five cents for the head of a crow be-caws they make a handsome trimming for a lady's hat, has rigged up an ordinary chicken incubator, and is engaged in hatching out an even hundred crows every fifteen days. It only takes eight weeks for the birds to mature sufficiently so they can gracefully "get it in the neck" and become a merchantable commodity at twenty-five dollars a hundred. How this up-to-dater must crow over his success!

Tom Connors, the veteran waiter, got off a good thing at the Club the other day, and like all genuine Irish wit, it was impromptu. He was bringing in a tray full of small clams, and the necessary et ceteras for their proper enjoyment for a party of three, when the bottle of Tabasco sauce, which formed a part of the outfit, fell off the tray landing upon the carpet. For a wonder it held its own and didn't break as one would naturally suppose it would. One of the members said, "Tom, that was lucky indeed, it's a wonder it didn't break." "Oh! I don't know," replied Tom, "sure everybody understands its the strongest stuff in the club."

Some time ago while a party of four were regaling themselves in the Club Cafe at a cool table, a convivial bottle was ordered and it arrived with the usual delicate wine glasses which aid so much in its proper enjoyment. Through no fault of anyone in particular one of these fragile pieces of tray furniture went overboard and was wrecked on the arm of the chair. As the waiter was slightly disconcerted by his apparent carelessness the host of the party reassured him in this original manner: "Never mind it John, 'twas very cleverly done; the man who can turn a wineglass into a 'tumbler' with such unstudied grace, ought to be up at 'Keith's' drawing 'fifty' a week."

Digitized by Google

HARDWARE

VOL. XIX. JULY 25, 1899. NO. 8.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
E. N. ROOT, - - - - Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

While vacations during the past fortnight have not been indulged in with the freedom which in former seasons made an extended loafing spell possible, still trade and traffic has diminished sufficiently in volume to enable even the indispensable members of the staff in many large establishments to take an occasional day off. Much attention is now necessarily devoted to stock requirements for fall trade, many buyers knowing the importance of being in complete preparation for the advent of the possibly largest and most aggressive demand for fall and winter goods, which the trade has known for a number of years.

It seems scarcely necessary to caution the pessimistic members of this established industry, that these prosperous indications apply not only to our own country, but form an encouraging feature of the conditions surrounding business in Great Britain and on the continent. The fact of so much industrial activity being in evidence in the countries referred to, has made it possible for us to push our wares and our mechanical devices, our machines, tools and other important products of our skilled mechanics successfully, in the face of advancing prices, made necessary by increasing cost of material. To-day by aid of largely increasing facilities, we are able to cope with a home demand of unusual importance, showing natural apprehension born of pressing requirements, and delayed deliveries, and deliveries that are delayed quite frequently through export obligations.

There is no use in the dealers finding fault with manufacturers who are endeavoring to get a few of the plums themselves, under a state of affairs indicated by those prosperous conditions. They surely cannot expect mills and factories to keep on supplying goods at old prices, as they did for the spring trade, early in this year; especially when having used up all their own low-priced material, they are compelled to go out in the market and pay $20 for pig iron, instead of an old price that was half as much, with a similar state of affairs affecting the metal market throughout from tin to copper.

There will be fewer of those vague, unspecified orders taken from dealers for the coming season; and when large orders are entered, more care than usual will be taken that material is purchased somewhere near the figures on which the contract prices are based.

It may be possible in some lines that consumption will be curtailed, although the consumers generally are buying with unusual freedom at advanced prices, and without as much criticism of trust methods as may be noticed among the jobbing division of the trade which has really been favored the most in booking orders, reaped the greatest profits in selling, and now fear the future trend of prices when the manufacturer, trust or no trust, wants to know how it is himself.

Even at the existing scale of prices, our export trade is bound to greatly extend from now on; and this is an element of strength back of our industrial importance, that is of incalculable benefit to our manufacturers should any agitation of the industrial condition of affairs tend to lessen the home demand, and make a more limited consumption face the too conservative dealer.

Art in Advertising.

General magazine advertising has reached a state of perfection in which artistic expression of an idea assists the vigorous personality of type description, especially when used for an article possessing underlying merit. This is the style of an announcement that captivates the reader by its beauty and impresses the mind with its honesty and integrity of purpose. The brightest intellects identified with this important branch of illustrated exploiting are taxed to the last degree in the effort to obtain an originality of expression, apposite description and intelligent effect. It is but rarely the trade journal has any such skill bestowed upon its advertising pages as is evident in the magazines and similar popular periodicals.

Advertisements in trade journals are usually much more direct in the methods employed, being intended to influence the mind of a merchant instead of that of a lay reader. A more commercial technique is consequently given scope, and the art and ingenuity employed to attract the attention of a consumer whose tastes are not usually as firm as the fixed stars, are ignored in the manner of attracting, or in the nature of the arguments used on more mature minds. The types are consequently relied upon to furnish the attracting novelty, assisted to some extent by an arrangement natural enough to the skilled hand of the compositor, by which the latest magazine types of various face or color, combined with a border, as a frame, contribute in giving a harmonious effect, pleasing to the eye and impressive to the judgment. This is frequently assisted by an illustration of the article to be advertised, but rarely by the advantageous indirectness of the purely artistic announcement which is intended more especially to attract and not necessarily to convince.

We could cull from our own columns in the past and present, a number of advertisements which would illustrate the idea we are dwelling upon, for this direct style now in vogue to an almost unlimited extent in the many trade journals, springs from a belief in the possibility of tracing direct results, and too many advertisers imagine that a simple announcement in any such paper of a large but not phenomenal circulation for its grade, will be answered on sight by the interested reader, and thus the value of space used can at once be calculated. They could each and all of them disprove this by their own personal experience, for they themselves although not necessarily joined to their commercial idols, have not had them dethroned by any iconoclastic impulse at the first appeal of something

Digitized by Google

that possible merited their vacated places. The reason must first be consulted, the mind must yield a tacit approval, a desire on the part of every buyer to secure the best for the money must be impressed, before the convincing effect can become a possibility from the advertising cause.

No such experimental method of exploiting the fortunes of any trade winner can scarcely be expected to achieve a popular success, for it is only obtainable by persistence in advocating its merit, and a constant endeavor to make it sell even under the conditions that predicate a fortune within reach. No relaxation of tried methods, no cessation of persistent push, no belief that it ought to sell from what *has* been done, should for a moment suspend the natural operation of the laws governing publicity. Advertise wisely, discreetly and artistically, any article of merit, and realize the fact that any moment you drop out of this characteristic warfare with equally zealous competitors, another warrior takes your place, uses your armor, and your weapons, and leaves you lying by the wayside awaiting the chance of a decent burial.

The Pan-American Exhibition.

It is gratifying to be able to say that good progress is being made with the extensive preparations having in view the Pan-American Exhibition to be held in Buffalo in 1901.

Having been fully chartered and authorized to issue bonds and stocks amounting to $5,000,000, it may be said to have already been placed on a secure footing. Subscriptions are being proffered very generously. The Federal Government recognizing its great importance, has announced it officially and by an appropriation of $500,000 for its own representation, has endorsed the project in a manner about which there is no question, the State of New York cheerfully responding with an appropriation of $300,000. These movements of characteristic approval will be followed by the other States, many having already expressed their desire and willingness to forward this deserving enterprise. The site having been chosen in the center of an enormous population, gives an earnest of the wisdom directing this enterprise to a successful issue.

It is stated for the sake of a comparison that while Chicago at the time of the Columbian Fair was at the centre of a population within 500 miles of 20,000,000 people, Buffalo within a similar radius, is in the centre of nearly twice the number, or, say 38,000,000.

The Pan-American Fair will prove a fit opening of the commercial prestige of the 20th century, and will emphasize to the governing nations, not alone the dominion of American ideas in international affairs, but also the industrial and commercial power possessed by us in our relations with the rest of the world.

We desire to call attention to the new advertisement of the Parry Mfg. Co., which will be found on page 43. They are very anxious to have the readers of *Hardware* write them asking for information regarding a new road wagon which they have just placed upon the market. They have named it the "Iwanta." It is noteworthy from the fact that it has a high stick seat which can be trimmed in almost any style, and the specifications call for a first-class job all the way through.

HARDWARE costs only One Dollar a year.

The Adsmith Criticized.

Having reference to a happy thought article in our previous issue, we have received the following:

Editor Hardware: Dear sir.—When perusing your most admirable issue of this week, the writer was struck with the originality of the "Ad-Smith" as well as the aptness of his happy thought. But does it not seem to you that the word should have been "Pollewantsa?" This would undoubtedly read better in those expressions that are fast becoming classical such as "Everybody knows Pollewantsa cracker." "You know—etc., etc."

Yours for up to date "ads."

HERMES.

In reply we are hardly satisfied that "Pollewantsa" rolls from the tongue as glibly as "Pollewanta," and possibly on that account would not sell as many crackers. We think the desire to change the word arises from the fact that the domestic circle of our esteemed correspondent has never numbered one of these "Irish Canarys" among its attractions. It is customary to talk *to* the emerald bird, not talk *for* it. In our case, assuming the parrot had no objection, we invariably interrogated it with "Polly; want a cracker?" from whence arose the happy thought and the suggestive trade mark. While we are willing to admit either word would be unique enough to command respect, our friend the adsmith thinks that to rival "Uneeda" it would be proper to talk *to* the possible customer as that does, and not make each individual member of the cracker-eating populace consider itself as exclaiming its wants from the standpoint of the parrot and calling itself one to do so. The parrot-hating class would be antagonized at once, and in ordering the same from the nearby grocer, would be exposed to undeserved ridicule; while "Pollewanta" would suggest crackers without any such endorsement of what in some neighborhood is a squawking terror.

New Members of the Hardware Club.

At a recent meeting of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the Club:

Joseph Dahlbender, No. 263 Broadway.
Charles S. Redfield, No. 9 Murray Street.
Willis T. Gridley, No. 271 Broadway.
James H. Oliver, No. 127 Duane Street.
Cuyler K. Sanborn, No. 150 Nassau Street.
George W. Davis, No. 146 Duane Street.
Joseph D. Weed, Savannah, Ga.

John A. Walker, vice-president and treasurer of the Joseph Dixon Crucible Co., who has been abroad for some time enjoying a well-earned vacation, returned about ten days ago by the steamer *Germanic*, after a very delightful voyage, and feeling much refreshed and recuperated. While away he visited all the continental points of interest including in his trip Great Britain, Belgium, Holland, Germany, Austria, Switzerland, Italy and France. Mr. Walker states that in all his traveling, with the exception of Austria, he found the entire European business world pushing their industrial resources at full speed. In Germany, especially, the factories were being run in many instances on double turn, night and day, and showing how productive facilities were being multiplied throughout the world. He states the machine using and machine making nations visited by him, with the single exception above noted, are in a condition of unprecedented activity, with no appearance of any cessation for at least two years, from this prosperous condition of business affairs.

From the Suez Canal report for 1898, just issued, we learn that the total receipts of the canal last year amounted to $17,580,000, against $15,120,000 in 1897, showing an increase of $2,460,000. The net profit for the year 1898 amounted to $9,758,000.—*Ex.*

Digitized by Google

American Industrial Expositions.

The information contained in the following resume of American industrial exhibitions was obtained from a recent issue of the *Popular Science Monthly*:

International exhibitions at which specimens of the arts and industries of the great nations of the world were contrasted began with the International Exhibition held in London in 1851, and three have been held in the United States, as follows: In New York, in 1853; in Philadelphia, in 1876, in Chicago, in 1893. The great magnitude of such expositions has led in recent years to their specialization or subdivision into expositions at which only a specialty was presented. Notable among such have been the following, for the most part international: Of articles connected with the leather industry, in Berlin, 1877; of all kinds of paper and pasteboard, in Berlin, 1878; of fisheries, in Berlin, 1880; of electricity, in Paris, 1881; of geography, in Venice, 1881; of cotton, in Atlanta, Georgia, 1881; of early data in American history, in Madrid, 1881; of fisheries, in London, 1883; of matters pertaining to Columbus and the discovery of America, in Madrid, 1892; and of hygiene, including chemical, pharmaceutical and sanitary objects, in Naples, 1894. Of interstate expositions, the following have been held: Cincinnati Industrial Exposition, Cincinnati, O., September 30th to October 4, 1883; Southern Exposition, Louisville, Ky., August 16th to October 25, 1883; World's Industrial and Cotton Centennial Exposition, New Orleans, La., December 16, 1883 to June 30, 1884; Central Exposition of the Ohio Valley and Central States, Cincinnati, O., July 4th to October 7, 1888; California Midwinter Fair, San Francisco, Cal., January 1st to July 4, 1894; Cotton States and Industrial Exposition, Atlanta, Ga., September 18th to December 31, 1895: Tennessee Centennial Exposition, Nashville, Tenn., May 1st to October 31, 1897; and Trans-Mississippi International Exposition, Omaha, Neb., June 1st to November 1, 1898. Of the foregoing, the more important were those held in New Orleans, San Francisco, Atlanta, Nashville and in Omaha, especially so from the fact that all of these received recognition by the Government; and with the exception of that held in San Francisco, liberal appropriations were made for their support by Congress. Moreover, at each of them, excepting again that held in San Francisco, a special Government building was erected in which the national government made exhibits of the workings of the several executive departments, together with the Smithsonian Institute and its dependencies and the Fish Commission. That of New Orleans was held as a celebration of the centenary of the cotton industry in the United States. The exposition held in San Francisco, in 1894, had for its purpose the affording of an opportunity to foreign exhibitors at the World's Fair to further display their goods in the United States, and in consequence a great number of goods were shipped direct from Chicago to the Pacific Coast. The Atlanta Exposition had its inception in a belief that the agricultural, mineral and manufacturing resources of the South were not adequately represented in Chicago in 1893. It was believed that a better exhibit of the productions of the Southland would tend to foster greater trade relations between that section of our country and other parts of the United States, as well as with foreign countries. The exposition in Nashville was designed primarily to celebrate the one hundredth anniversary of the admission of Tennessee into the Federal Union. The exposition held last year in Omaha had for its purpose to do for the Trans-Mississippi States what the more local exhibitions had done for Atlanta and Nashville. It was claimed that it would for the "first time fully illustrate the wealth-producing power and the extent of productive industries of the Greater West," and it did.

Some men are like dice—easily rattled, but hard to shake. —*Exchange.*

A Straight Tip via England.

The British Consul at Mariupol, Russia, writes to the home office as follows:

"Notwithstanding the rapid development in home industries and heavy import duties, there is still a large market in Russia for machinery, machine tools, leather belting, wire ropes, shovels, coke forks, mining and other tools. I prevailed upon some of the local dealers to pass some trial orders for shovels, coke forks and tools to England, and they were much pleased with the quality and finish of the goods they received, but informed me that the English prices were too high, and they could have bought the same articles from Germany or the United States more cheaply.

"I can, in a measure, understand this remark as applying to Germany, which supplies goods of somewhat inferior quality, and also gains on the cost of transport, owing to its more favorable geographical position, but I am at a loss to account for the American competition, when one takes into consideration the heavy cost of transport (the goods are generally transshipped once or twice), and especially when it must be admitted that the goods are said to be in no way inferior to those of British manufacture.

"In my opinion, there is a good opening here for an enterprising firm fully conversant with the machinery trade and other relative branches who would work on commission.

"The business would not require a large capital, and I see no reason why an energetic and pushing man should not do a large and profitable business. It is true that commercial travelers from other parts of Russia are continually visiting Mariupol and the neighborhood, but this town, owing to its position, as one may say, in the heart of the Donte Basin, offers every advantage and should serve well as a distributing center.

"Agricultural machinery is another article which should receive attention. The Mariupol district is very large and devoted principally to agriculture. The two or three dealers in the town have very small establishments, keep no stock, and deal almost exclusively in native machinery."

A Record Production of Copper.

The production of copper in the United States in 1898, as reported by the United States Geological Survey, was 526,375,591 pounds, which is by far the largest product ever reported.

"The year," says the report, "was one of general prosperity for the copper mining industry, the full product being marketed at prices slightly better than those of 1897. The actual scarcity of copper, with its accompanying upward rush in price and its enormous expansion of stock speculation, did not in reality develop until the end of the year, and it did not tell upon the returns. As was expected, the increase in the production of copper was largest in Arizona, while the Lake district also recorded an advance. Montana fell off considerably."

Intense activity has developed in the search for new copper mines, and a large number of new undertakings have started. But the preparations for output on even a moderate scale in the way of opening mining property and providing a reduction plant are so large and require so much time that few of the new comers will add materially to the copper market of 1899. What increase there will be will come from the older mines, and that chiefly from Arizona, the Lake, California and Utah.

Seven million dollars in fish waste.—In this country our fisheries are worth about $45,000,000 a year. The fish refuse is so economically and ingeniously utilized in the preparation of oils, glues, fertilizers, etc., that these conquests of waste realize about one-seventh, or 14 per cent., of the total income from the fisheries.—*Exchange.*

Digitized by Google

South Dakota Retail Merchants' Association.

The second annual convention of the South Dakota Retail Merchants' Association was held at the home office of the association in Mitchell, S. D., on Thursday, June 29th. The convention was called to order with President Harvey J. Rice, of Huron, in the chair. The president made his annual address, in which he dwelt with pleasure upon the success obtained, although he felt the Association was still in its infancy, and the members should not feel discouraged if some business was yet to be accomplished. He admitted that many obstacles had yet to be overcome, and many prejudices conquered, and a greater degree of cooperation from those in the organization secured to establish complete confidence as to possible results before anything of note could be expected. Mr. Rice stated that they had endeavored to get several bills through the legislature, which, if they had become laws, would have been of exceeding benefit to the retail merchants of the State and likewise the consumer. But the legislature's work had not been accomplished in the thorough manner which the Association had anticipated, and circumstances mostly of a political nature, caused them to fall by the wayside. He still felt that by a community of interest, a greater degree of work could be accomplished in the future, from which the most beneficial results could be anticipated.

The secretary made a very voluminous report, detailing the work performed by his office during the past year, touching on the numerous measures which the Association had endeavored to have become laws, among which may be mentioned the following: An effective garnishment law; a change in the exemption laws; the block law; the pure food law; a law against fraudulent advertising, and a law decreasing interest rates. The good financial condition of the Association was referred to in detail, and attention was called to the large amount of correspondence made necessary, which formed a large part of his employment. A good portion of the correspondence he was able to accomplish by the form of circular letters, of which many thousand were sent out.

Many subjects were touched upon of importance to every member in the Association in this correspondence. He also advocated raising the annual dues to three dollars, and he summarized the work which should be taken up during the ensuing year, among which may be mentioned the following important features. The Association should continue to correct in so far as possible, the illicit shipment of goods by jobbers and manufacturers. To issue a bulletin to dealers monthly; to issue some publication to farmers who regularly send away for goods; this publication to contain such information as will divert their trade from the catalogue houses, and prevent the trade of the retail dealers of this State being given to firms that sell to these catalogue houses and supply houses—in fact to continue such legislative work as will secure the passage of laws that will better protect the credit business of the business men of this State.

The following officers and members of the board of directors were elected:

H. J. Rice, Huron, president; A. O. Ringsrud, Elk Point, vice-president; L. J. Ochsenreiter, Webster; R. S. Wessey, Wessington Springs; Mark C. Betts, Mount Vernon; L. S. Tyler, Salem; T. W. Dwight, Bridgewater.

At a meeting of the Board of Directors, held immediately after the election of officers, at the annual meeting, W. J. Healey, of Mitchell, was unanimously chosen as secretary, and A. F. Grimm, of Parkston, was elected to the office of treasurer for the ensuing year.

Rela Kittridge of Belfast, Me., holds the world's record for fine writing by placing 4600 words on an ordinary postal card.—*Exchange.*

HARDWARE'S "Prices Current" are reliable.

A Heavy Hardware Business Outing.

On Tuesday, July 11th, representatives from the Heavy Hardware committees of the New England Iron & Hardware Association, the Eastern New York and Vermont Hardware & Iron Association and the New York City & Brooklyn Iron & Hardware Association met at the Pequot Club House, Morris Cove, New Haven, as the guests of the Western New England Iron & Hardware Association. Col. R. S. Woodruff, of C. S. Mersick & Co., New Haven, conceived the plan of bringing these organizations together, and in this he was supported by President Peirson, and the Association which bade them welcome. A large number was in attendance, and great interest was shown by the visitors.

When all had arrived on the lawn in front of the beautiful club house, the special business of the day was immediately taken up. H. C. Bangs, of Providence, R. I., an ex-president of the New England Iron & Hardware Association, was called upon to speak of the working methods of that successful organization, now entering on its seventh year of usefulness.

He was followed by Allan J. Chase, of Boston, chairman of the price committee, who spoke of the methods employed in that particular branch of the New England Association's work, and dwelt upon the importance of the credit or collection bureau, which is a prominent feature of that association. By answering many questions propounded to him, many valuable points were given to the various organizations. Among those present who made addresses may be mentioned William E. Klein, president of the New York City & Brooklyn Association, Charles H. Turner, of Albany, president of the Eastern New York & Vermont Association, M. McBarron, of Boston, and L. L. Ensworth, of Hartford, Conn. General good feeling was shown by all present, and a very hopeful spirit was manifested by those participating in this enjoyable affair. Many practical suggestions were discussed, and not a few adopted, and from the result of the meeting a closer alliance between the four associations was foreshadowed. The business part of the entertainment was followed by an adjournment to the dining room, where the party participated in a genuine Connecticut Shore dinner, the discussion of which occupied their close attention for more than two hours. The menu included everything of importance usually obtained on such occasions, in more than one department.

After a few good-bye speeches were made by Col. Woodruff and President Peirson and Joseph Ruppert, of Brooklyn, the visiting guests were permitted to turn their faces toward home. Everything possible for the comfort of the visitors was made the special care of Col. Woodruff, who had entire charge of the entertainment. A careful attention to details, in which he had the hearty co-operation of every member of the Association, made the affair one of more than the usual success.

Thomas E. Oliver, of Oliver Bros., No. 127 Duane Street, New York, sailed on the steamer *La Normandie* on Saturday, 15th inst., to enjoy a few months' well deserved leisure in Great Britain and on the Continent. It is to be hoped among the good things he will encounter, and the pleasurable scenes which his outing is intended to embrace, he will forget how hard he has had to work this year in order to take advantage of this opportunity.

The Sydney, Australia, cycle track has been lighted in a novel way, by means of inverted arc lights. Fifty-five arc lights and seventy incandescents are placed around the track at intervals of thirty-five feet, the lamps being inverted with the reflectors immediately over the arc. There are absolutely no shadows cast, and leading cyclists are of the opinion that it is safer to ride at night under this light than by daylight.—*Scientific American.*

Digitized by Google

Export Notes.

Large shipments of Coldwell lawn mowers are being sent to Rotterdam.

The Goodell Bros. Co., of Greenfield, Mass., are exporting bench drills to Hamburg.

The Enterprise Manufacturing Co., Philadelphia, are shipping pumps to Hamburg.

The Goshen Sweeper Co., of Grand Rapids, Mich., is shipping carpet sweepers to Rotterdam.

The Zucker & Levett & Loeb Co., of this city are shipping nickel platers' supplies to Birmingham, Eng.

The International Silver Co., of this city, intend shipping several cases of plated ware to Adelaide, Australia.

The Cincinnati Machine Tool Co., of Cincinnati, recently shipped eleven cases of machine tools to Rotterdam.

Henry Disston & Sons, of Philadelphia, have just made an important shipment of saws to London via New York.

John H. Graham & Co., of this city, are ready to ship two carloads of Sharp's chopping axes to Adelaide, Australia.

E. T. Fraim, of the Keystone Lock Works, Lancaster, Pa., is shipping locks to Gothenburg through Hammacher, Delius & Co.

Sargent & Co., of this city, have ready for export forty-five cases of miscellaneous Hardware to Melbourne and other Australian ports.

Alfred Field & Co., of this city, are shipping quantities of table glass and lampware, also a general line of Hardware to Havana and Buenos Ayres.

The Pratt & Whitney Co., of Hartford, Ct., recently shipped five cases of machine tools to Bremen, three cases to Genoa and a smaller lot to Havre.

W. R. Ostrander & Co., of this city, recently shipped some electrical fittings to Yokohoma. The order was received through Takata & Co., of this city.

The Columbus Shovel Works are about to ship a lot of Boss shovels to Christiania, Norway. The order came through Hammacher, Delius & Co., of this city.

The Stanley Rule & Level Co., of New Britain, Conn., are exporting its specialties to Gothenburg, the orders coming through Hammacher, Delius & Co., of this city.

The Logan & Strobridge Iron Co., of New Brighton, Pa., are exporting large lots of mop handles to Havana. The orders are secured through Alfred Field & Co., of this city.

The Stanley Rule & Level Co., of New Britain, Conn., are exporting increasing lots of Hardware specialties to South African ports, the orders being secured through Flint, Eddy & Co.

The Nicholson File Co., of Providence, last week exported several cases of files to John Tragarth & Co., of Gothenburg, Sweden. The company is said to supply no less than fifteen foreign governments.

Henry Disston & Sons, of Philadelphia, are making a number of important shipments of saws to South African ports. American goods of this kind are in general request. The shipments are made through Flint, Eddy & Co.

Fayette R. Plumb, of Philadelphia, is about to export several hundred steel wedges to Clarkson & Co., of Vladivostok, Eastern Siberia. The wedges, which were ordered through W. R. Townsend, are to be utilized for stone and wood splitting.

The L. S. Starrett Co., of Athol, Mass., are shipping important lots of machinists' tools to Bombay and Calcutta, India, through Markt & Co., of this city. Australian shipments are also being made through Henry W. Peabody & Co., of this city.

The Thornton N. Motley Co., of this city, recently exported a complete outfit of molders' tools, intended for the equipment of a large foundry at Vladivostok, Eastern Siberia. The shipment was made to Clarkson & Co., through W. R. Townsend, of this city.

The Brown & Sharpe Manufacturing Co., of Providence, recently shipped a No. 1 universal milling machine to London through E. Houston & Co., of this city. Three No. 2 machines at the same time were forwarded to Antwerp, Belgium and Christiania, Norway.

V. Lowener, of Copenhagen, who is the principal handler of heavy machine tools in Denmark, sailed recently for Europe after a lengthy sojourn in this country. He placed orders here for over $130,000 worth of various kinds of machinery, principally machine tools.

W. C. Heller & Co., of Montclair, N. J., will make two shipments of steel shelf boxes to Capetown, South Africa. A consignment of the same description with cabinets is soon to be forwarded to London, and an important lot of fence ratchets, cabinets and steel boxes will be exported to Dublin.

C. E. Jennings & Co., of this city, are exporting quantities of carpenters' bits and braces and a general line of Hardware to South Africa, where there is stated to be a rapidly increasing trade for American goods of this description. These orders were secured through Flint, Eddy & Co., of this city.

The Hilles & Jones Co., of Wilmington, Del., yesterday shipped fifteen big cases of machine tools to the Nicopul Mining & Metallurgical Co., of Mariopul, South Russia, which concern is equipped with over ninety-five per cent. of American machinery. The order was received through Manning, Maxwell & Moore, of this city.

The American Steel & Wire Co.'s foreign shipments in one week this month, included 3960 kegs of wire nails to Hong Kong; 1800 kegs to Honolulu; 1280 kegs to Hamburg and 800 kegs to London. The shipments of wire during the same period were 203 tons to Yokohama, 75 tons to Buenos Ayres, 43 tons to Liverpool, 18 tons to Santos and 15 tons to Rotterdam.

Shewan, Tomes & Co., of this city have just made big shipments to the East. In the lot were 2500 kegs of wire nails, supplied by the American Steel & Wire Co., which were forwarded recently to Hong Kong, China, and 1800 kegs were shipped to Kobe, Japan. Included in the cargo for the first named port, were quantities of builders' Hardware, locks, saws, hatchets and the like, which were furnished by Sargent & Co., of this city. Collins & Co., of Hartford, Ct., forwarded several cases of cast steel axes. The value of the consignments was about $12,000.

The Niles Tool Works, of Hamilton, O., shipped recently by Hamburg steamship, sixteen cases of heavy machine tools. Three of the cases weighed no less than 60,000 pounds. One contained a boring mill, which is twelve feet in diameter. The consignment is intended for the Ascherleben Maschinen Aktien Gesellschaft, which is one of the largest machinery concerns in Germany. The shipment was negotiated through Knauth, Nachod & Kuhne, of this city. Another shipment last week comprises twenty-three cases of machine tools, which were exported to Hull, England.

Digitized by Google

GASTRONOMIC REMINISCENCES.

It's all well enough for us at the present time to experience the highest sense of gastronomic enjoyment, with our "Regal" shoes planted under the mahogany of the Hardware Club, while looking longingly over one of Prof. Blanc's menus, and then try to forget the divers and sundry places at which ten years and more ago we were only too glad to sate our hunter appetites and partially quench our insatiable thirst. Many a time and oft, have we tried all the various refectories in the neighborhood successively, from Holtz' to Schedler's, from Hollender's to Otto & Hillman's, and have alternately groped our way from the "Merchant's" to Brush's, in a search for some special dish which was a characteristic of the place selected, like those elegant "broiled oysters on toast" which were only procurable at Brush's, having first obtained celebrity at Crook & Duff's. Very few ever knew in what consisted their superior excellence, but every oyster was stuffed with cracker crumbs, this delicate method of preparation enabling it to receive that lovely russet color, and absorb just sufficient of the oyster juice to fit it for the palate of the most exacting Hardware gourmet.

The "Merchant's" being a temperance house, was famous for milk dishes and coffee and brown bread, and was called upon to furnish in addition nearly all the breakfasts and suppers for the "boys" compelled to begin their work earlier than usual, or to linger at night to finish up. We have all studied those variegated Scripture texts adorning the walls of that well-known place, and they did so adorn them long before "Surpassing Dennett's" time, and most of us have frequently wondered if Close really meant all the texts conveyed.

What a place Holtz' in Duane Street used to be for the more epicurian tastes of the high-toned principals and heads of departments in the Hardware trade; those who could stand the good-times expansion of a dollar lunch. At Holtz' good beer could always be found, which was served up by request either in glasses or steins, according to the grade of his patrons, and as for his wines, they were noted, from Medoc to Chateau Lafitte, as being the correct thing *par excellence* for any commercial function. I remember well how he, to avoid having his patrons murmur their objurgations out loud, established a complaint book, the location of which was passed by every one on the way out, and its pages were daily filled with a lot of the most humorous as well as apparently serious complaints which fertility of invention and mendacity of execution ever inscribed. I would give something to find that volume now, in order to refresh the fading memories of the numerous old timers still with us, while it would also illuminate the pages of *Hardware* with its witty contents, which in this complaint book were frequently jotted down in verse, and, I may say, worse. It finally became too farcical and ridiculously personal, which compelled Holtz to abolish the whole business. Many heads of firms and "fresh roosters" of office boys sat cheek by jowl one day after another at the lunch counter, where those frugally inclined would find a choice of two hot dishes at 25 cents each, which was a noted specialty. On one of the counters every variety of imported cheese obtainable in the market was clustered in all that rich and odorous state compatible with cheese perfection, from the mild and beer-suggestive Swiss to the high-toned Limburger and low-lived hand cheese, any one of which seemed always to say with Hamlet's step-dad; "my offense is rank and smells to heaven."

The first time I took lunch at Holtz', I went around alone, being on a trial trip, and took a seat at the counter presided over by the Teutonic "August." My old friends, Ransom Lamb and Ferd. Bonsall will remember August, having sat under his ministrations to my knowledge. He was an original character, extremely self-assertive, and being the senior in authority, was very touchy regarding his personal prerogatives, which included an occasional gratuity. I remember as well as though it were yesterday that a toothsome dish, called venison stew, was the *piece de* lunch-counter *resistance* on that particular day, and when a liberal portion of it was passed to me, it seemed to have an odor surrounding it that suggested "rifle and shot-bag." Phew! Wasn't it gamy? "I cannot stand this" I said to August. "Vat's the madder vid it?" looking me over, for he could see at a glance I was a new comer. "Smell it," said I. "I don'd schmell noting," said August. "You don't?" said I. "Ye gods, I wish I owned your nose for ten minutes." "Ach, dere's noting the madder vid it; just taste it," from August. Well, I hadn't touched my tongue to it yet, and I did taste it, and it was as sweet as sweet could be, extremely enjoyable, very appetizing and I must confess I saw the bottom of my plate appear with sincere regret. I could not explain to my satisfaction the violent antipathy conceived at first, but left the place satisfied my diagnosis was "off" or my nose was at any rate. The next day was "pot roast and red cabbage" day. Now you can imagine my state of mind when I found that dish also very rocky in the way of unpleasant odors. I complained again to August, naturally, and he remembering me as the disgruntled being of the day before, thought I was making "game" of him. But I assured him as far as I knew *he* smelled all right, but that the pot roast didn't. A happy inspiration struck August about that moment, and he fired it at me in one, two, three order. "Vy, vat is de madder by you? Don'd you know vot it ails you is?" "What?" asked I, feeling I was on the verge of heart failure. "Vy," said he, laughing all over his honest Austrian countenance, "you vas sedding on de cheese end of der gounder." "Well, I should say so." I came, I saw, I conquered, in those two days a more intensely concentrated effluvia than a D. L. & W. passenger encounters in going over the meadows toward Newark's fertilizer industry. I shunted my seat to the other end thenceforward, and the victuals no longer antagonized my appetite.

Many of us in those days thought the German cooking that was a prominent feature of the Hollender hostelry, in the basement of the granite building corner of Broadway and Chambers Street, was simply unapproachable in excellence, until the Hardware Club made Hollender "pale his ineffectual fires," and eventually decline business, retiring to his estates in his native land. Many and many a good Hardwareman graced Hollender's lunch counter or sat in an extremely satisfied mood at his tables. Many of the well-known faces have passed away from us, gone where there are no appetites to be appeased, no tastes to gratify. What a host of names that are now represented on the Hardware Club manual could I mention as having discussed the viands and enjoyed the good natured confabs always to be had from 12 to 2 at that historic counter, and these names would be led by President Sargent, who occasionally honored the place with his distinguished presence.

Digitized by Google

It was at Hollender's the amusing scene occurred which I think I may have told before, but if I have, it may bear repeating.

A few years ago when the City Hall had Mayor Gilroy in the forecastle, and the Emerald Isle furnished a large proportion of the crew, one of the lesser luminaries was entertaining at the lunch counter a relative from the "old dart," and was explaining that among other restaurants Hollender's stood pre-eminent for many things it furnished under the head of "imported." Said he: "They sell more imported lager beer than all the other places put together, and you can have a sandwich made with imported Westphalia ham; or of imported Swiss or Rochfort cheese; or you can have Frankfurters and sauer-kraut with both the ingredients made on the borders of the Rhine." He mentioned other enticing dishes which owed their importance and increased value to the fact that they were born "abroad." Finally, reaching the dessert portion of their lunch, he asked his friend what he would have in the way of pastry, and cranberry pie being mutually agreed upon, John, the lunchman, looking toward the entertainer with a look in which "cheese" was the interrogation point, asked simply: "Swiss or American?"

"For heaven's sake!" said our recent arrival, with his eyes open with astonishment, "are the *pies* imported too?"

I wonder what has become of little Louis, the all-around waiter at Hollender's, who was with that restaurant for so many years, and whose appearance never gave his age away. Louis went over to Germany one summer to surprise his folks, and to prove at the same time that a waiter could make more money in this country on tips than he could on his wages. And to paralyze them beyond redemption, as nothing of the kind forms an element of luxury over there, he took with him an immense watermelon, weighing about forty pounds, intending eventually to plant the seeds and initiate a new industry. He feasted his fancy daily during the voyage on the round of enjoyment the cutting of that melon would bring to the festal board in the far-off Fatherland. He nursed it with extreme care, and upon arriving at Bremerhaven, after the steamer was warped into her slip, and his baggage on the dock, he made a special journey to his state-room, and brought up the magnificent beauty. I regret to say, as a veracious chronicler, that the gang-plank was just steep enough for him to slip on the first step. Downward the smooth-skinned melon slipped from his Teutonic grasp, and bounded ever and anon along that cussed plank, and landed finally an unmitigated watermelon wreck on the dock. If the melon hadn't shed so much water on its own account, Louis would doubtless have felt a few salt tears course down his disgusted cheek. All he could utter was "Vell, dot's a tam schame."

Heller Brothers Co.

Tha firm of Heller & Bros., Newark, N. J., who have been engaged in business since 1836, have incorporated under the style of Heller Bros. Co. The new company are a close corporation with a capital of $500,000, the stock being owned and managed by the same persons as controlled it heretofore. The following officers and directors constitute the company: Elias G. Heller, president; Paul E. Heller, vice-president; Arnaud G. Heller, secretary and treasurer; George E. Heller, manager rasp and file works; John J. Heller, assistant manager rasp and file works; Ernest A. Geoffroy, manager steel and tool works.

The Oxford (Mo.) *Register* contains a paragraph to the effect that Mr. Coffin has gone to visit his cousin, Mr. Graves, in Tombstone, Ariz. The paper says that Mr. Coffin is on pleasure bent, but nevertheless, the item sounds funereal.

Recent Trade Publications.

SAMUEL A. ROGERS & CO, Buffalo, N. Y. Booklet having reference to saw gummers, knife grinders and band-saw sharpeners.

JOS. DIXON CRUCIBLE CO, Jersey City, N. J. An interesting pamphlet of 48 pages, covering improved modern methods of brazing by immersion. Fully illustrated with half tones, showing all the various processes, making it a very desirable publication for those interested to write for.

THE FERROSTEEL CO., Cleveland, Ohio. "The Blue Book for the Register Trade." A very handsomely illustrated catalogue of 50 pages, filled with fine illustrations of various patterns of hot air registers, faces and borders, together with separate pages covering electro-plated finishes in Antique and Japanese bronze and brass varieties.

THE BRAINERD-TANNER CO., No. 90 Chambers Street, New York. Booklet on Lightning Absorbent Graining Paper, for which they are sole agents.

THE AMERICAN SCREW CO., Providence, R. I. Booklet of the Declaration of Independence, showing a fac simile of the original Declaration.

THE MICHIGAN STOVE CO., Detroit, Mich. Booklet on "The Radiant Garland," their latest "self-feeding slack burner" smokeless stove.

CHARLES P. MOORE, Ravenswood, W. Va. Catalogue of shelf boxes and other store fixtures, including in its illustrated arrangement the layout of an entire Hardware store, which will form a very good guide in re-arranging a store not supplied with these latest appliances.

THE H. H. MAYHEW CO., Shelburne Falls, Mass. Catalogue of Hardware and mechanics' tools, and other specialties of their manufacture.

HARRISON BROS. & CO., INC., Philadelphia, Pa. Catalogue of 100 pages, covering their line of manufactures in colors, paints, varnishes, chemicals, etc.

ERIC S. LAGERQUIST, Oxford Depot, Orange Co., N. Y. Booklet of the L Q Milk Strainer for dairy use.

THE MARLIN FIREARMS CO., New Haven, Conn. Booklet giving testimonials and prices of the Marlin repeating shot guns.

THE E. JENCKES MFG. CO., Pawtucket, R. I. Small catalogue giving the new list on bright and brass wire goods, screw hooks, screw eyes, etc.

How Coal Dust is Utilized.

About one seventh of the coal mined in the world is lost by being broken up too finely to be burned with profit. This coal dust accumulates at the rate of about twenty-eight million tons annually in the United Kingdom, and about twenty-two million in the United States. A prominent railway company is now mixing the dust with pitch and compressing it into blocks that burn like hard coal, with the advantage that they are entirely consumed to ashes. These "briquettes" are used on Continental railways of Europe. It is now suggested that the coal dust may be fed to furnaces through a nozzle, as though it were gas or petroleum. The vast hills of coal dust, or culm, in Pennsylvania, have in them wondrous possibilities. Nearly all the electric power now used in lighting the city of Scranton and in running its car system comes from the culm heaps. It is now claimed that the coal dust can be made into a cheap gas, while its success as a heating fuel for boilers has been proved. With culm-firing, a horse-power per annum will cost but $3.93, while at Niagara Falls, recently harnessed for man, the annual cost of a horsepower is $15.

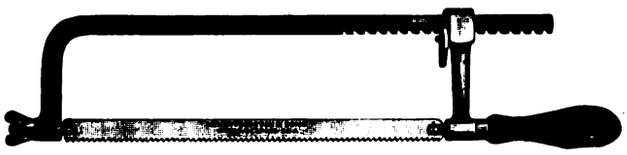
The taste of strychnine can be detected when one grain is diluted with 600,000 parts of water.—*Ex.*

Digitized by Google

NEW GOODS AND SPECIALTIES.

Disston's Adjustable Hack Saw Frame.

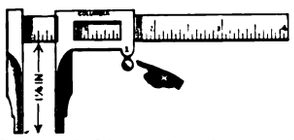
Henry Disston & Sons, Philadelphia, Pa., are distributing through the Hardware trade their new Adjustable



Hack Saw frame shown in the accompanying illustration. It is made more than usually useful for the purpose desired, by the frame being adjustable for blades from 6 to 12 inches in length and is well and strongly made for the use required.

Simth's Handy Pocket Caliper.

E. G. Smith, Columbia, Pa., is placing before the Hardware trade the very useful handy caliper, an illustration of which we give herewith: The utility of these sliding beam calipers is not as well known as it should be, among those mechanics requiring some ready means of mechanical adjustment that can be carried in the pocket



to be immediately available. A caliper of this description is extremely useful in working up to standard sizes, for by the use of one hand only this caliper can be used on the work, and a glance shows how near to scale the filing or forging has reached. The eccentric fastener which forms one of the improvements of this modern tool, admits of a much quicker adjustment, with a single hand, than is usually possible with the old set screw style. The Handy caliper is made from steel and is perfectly finished throughout. Being furnished to the Hardware trade at a moderate price, it should meet with a ready sale.

The Oneida National Drill Chuck.

The Oneida National Chuck Co., Oneida, N.Y., Geo. W. Church, No. 183 Greenwich Street, New York, sales agent, are placing upon the market the National Skeleton Drill

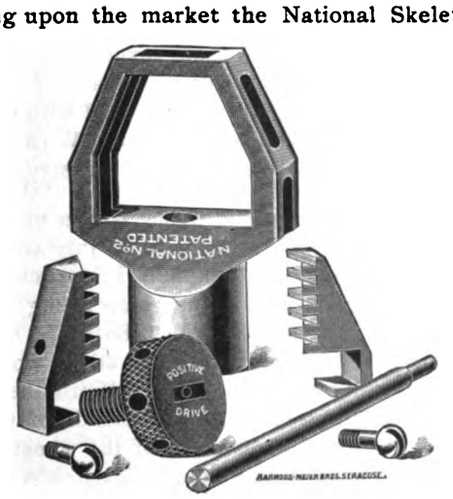


FIG. 1.

Chuck, illustrations of which we present herewith. This chuck is claimed to have an absolutely positive drive that will adjust itself by the revolution of the chuck; furnished also with taper jaws, if so ordered, that will hold taper shank drills without the use of wrench, as the greater the strain on the drill the tighter is the grip of the jaws. There is no projection to catch anything, and the flat, open body while enabling it to drill a round hole, makes it easy to

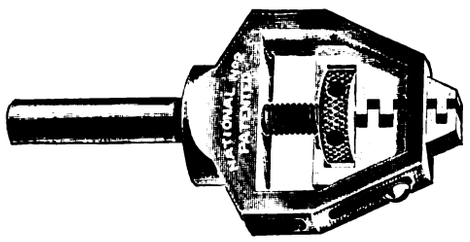


FIG. 2.

clean, light to handle and operate, while very substantial and durable. In Fig. 1 its construction is shown in its simplicity, all the parts being displayed, it being claimed that any one without being a skilled mechanic can take it apart and clean it. Fig. 2 illustrates it in shape for use, the positive drive being worked automatically by the revolving of the chuck, all jaw screws being made with left hand

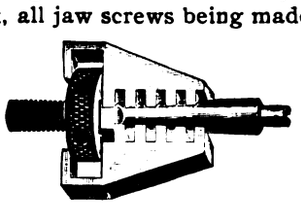
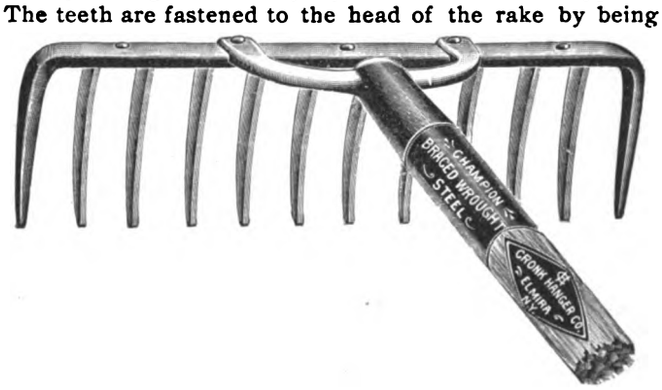


FIG. 3.

thread. Fig. 3 shows its adaptation for using taper shank drills, which must be ordered when wanted, otherwise regular jaws are sent. One of the important features claimed for this skeleton construction is that the work can always be seen, as no shadow is cast in its use.

Champion Steel Braced Garden Rake

The Cronk Hanger Co., Elmira, N. Y., are placing before the Hardware trade something new in the way of a wrought Steel Braced Garden Rake, which is denominated the "Champion." It is of patented construction, the teeth being made thin and broad, which makes them doubly strong in the way by which all strain is applied. The teeth are fastened to the head of the rake by being



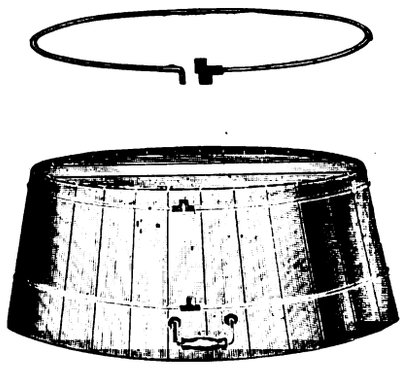
strongly riveted in pairs, as indicated in the illustration shown herewith, the end teeth being crimped down from the channel steel from which the head is formed. The rake is strongly braced, and with the addition of a strong malleable socket, is claimed by the manufacturers to be of great strength and more than usually durable.

Herrick's Wire Hoops.

The F. A. Herrick Co., Jackson, Mich., are placing upon the market something new, which is meeting with approval by Hardware dealers generally. It is marketed under the name of Herrick's O.K. Wire Hoops, an illustration of

Digitized by Google

which, and its mode of application, is given herewith. They are made of galvanized wire, with a galvanized clip, and are designed for use on tubs, pails and barrels. The manufacturers claim that as they will not rust, they may be relied upon to outlast several of the ordinary hoops in general use. No other tool than an ordinary hammer is needed to put them on. When shipped they are sent out with one end of the wire in the clip, as illustrated, and are put up in neat boxes, from which they may be retailed. The pail hoops are 40 inches in length, and are put up 35 in each box. Tub hoops are 80 inches long and 25 in a box. Barrel hoops are 144 inches long and 15 in a box.



Hints to Advertisers.

A beautiful engraving may make your catalogue, circular or paper look handsome and attractive, but if the picture is nothing but a work of art, it conveys no message for you.—*Agricultural Advertising.*

The man who puts up a ladder that does not quite reach the point he desires to reach, is like the man who does just a little too little advertising. Both would be as well off if they did nothing at all.—*Printers' Ink.*

A Colorado gentleman advertised for a well preserved skeleton, and shortly after the paper was out an old maid of his town appeared in her best bib and tucker and asked if his intentions were honorable.—*Denver Post.*

Lavish expenditure is not as necessary to advertising as intelligent expenditure. He who spends a thousand dollars in ways that experience has proved profitable will get more returns than he who disposes of three times that amount in injudicious directions.—*Printers' Ink.*

Duplication of circulation is accentuation of effect. The more times a person sees an ad. and the more places he sees it, the more he is impressed by it. The shrewdest advertisers in the country "duplicate" circulations and do it for a purpose. That purpose is to sell more goods by more thoroughly interesting the readers of advertisements. *Fame.*

Advertising is largely a matter of experience, and we can not rely to-day upon the successful methods of yesterday. To know just how to arouse the attention and awaken the interest of a capricious public is a problem that cannot be solved by any set rules. The best that we can do is to generalize certain principles that experience, observation and study have developed.—*Agricultural Advertising.*

It is the momentum of advertising that carries a business along. It is like the steam power which carries along the railroad train. Cut off the steam and the train will move on for some distance without any perceptible diminution of speed. But gradually it comes to a full stop. It is the same way with advertising. The only way to keep the business engine going, whether the engineer be an individual or a combination, is to keep up steam.—*Morse.*

Don't claim too much for your ad. Talk clearly and as interestingly as possible about the good points of your goods. Talk exactly as you would to a customer before you. Tell of the endeavors you make to have your stock the best. Even tell, if you will, why you claim your store or stock is the best. Tell facts, quote prices, and let the buyer judge whether or not your claims are logical. But don't claim it all. You won't be believed anyway.—*Advertising World.*

One step won't take you very far,
You've got to keep on walking;
One word won't tell folks what you are,
You've got to keep on talking.

One inch won't make you very tall,
You've got to keep on growing;
One little "ad" won't do it all,
You've got to keep 'em going.
—*Publicity*, London, Eng.

The matter that goes in answer to an inquiry elicited by an advertisement is more important than the advertisement itself, because upon it depends whether or not a customer is made. If it does not satisfy the curiosity of the potential buyer all the excellence of the announcement which caused it to be sent for is wasted. Many advertisers who recognize this fact expend most of their time and energy upon the matter sent in answer to inquiries.—*Printers' Ink.*

Mind you, I don't advocate the use of nothing but humor in any advertising. I say to use just enough to season the dish you are serving up. Be judicious in the use of humor. Life is a serious thing at best, and it needs a touch of humor now and then to even things up. It takes a vast deal of skill to use humor properly in advertising. The novice makes his humor so predominant that the reader forgets the article advertised, and remembers only the joke. The man who knows how to introduce a sparkling bit of humor, a bright, happy, twinkling sentence, makes the rest of his advertising matter stand out all the stronger by contrast.—*E. D. Gibbs.*

Harrison Bros. & Co., Inc.

The name of Harrison Bros. & Co., Incorporated, Philadlephia, has been so long and successfully associated with whatever was recognized as standard in the lines of manufactures connected with white lead, colors, paints, varnishes, chemicals, etc., there is but little new we can add in calling attention to their advertisement on page 18. This house, founded in the last century, was incorporated in 1898, and their plant is to-day, in all probability, the most extensive in the entire paint industry. Every item necessary for the successful production of their enormous output, is manufactured in some part of their extensive works, the Grays Ferry works alone, covering an area of thirty five acres, over two thirds of which is covered with sixty buildings of the most approved construction. We hope to refer again to this representative American industry.

The Iver Johnson's Arms & Cycle Works of Fitchburg, Mass., secured a good advertisement on July 4th, when the American Biograph Co. biographed Kilpatrick—the one-legged cyclist—in his sensational step riding act before 20,000 people, at the Point of Pines, Boston. This daring rider uses the Iver Johnson bicycle in all his work, and, as these pictures will be shown at all the Keith theatres with their famous biograph machines, thousands of people will gain an idea of the great strength of the wheel subjected to the terrible strain of this ride.

It is not generally known that by an order issued by Perry S. Heath, acting Postmaster General the redemption at face value is now permitted for all stamped envelopes and newspaper wrappers which have been damaged by fire, water, printing or otherwise inadvertently defaced so as to render them unfit for use.

Digitized by Google

WHAT I WOULD DO.

To be thrown out of employment is not a pleasurable anticipation. Yet in these days of combines and consolidations, it sometimes happens to those who are most worthy and competent, and less prepared for this phase of adversity. A case recently came under the notice of the writer of a man who had been employed for twenty-six years by one firm and was discharged because his employers had sold out their business to a trust, so that his services were no longer required. This case was one that peculiarly excited my sympathies, for a service of such a length of time surely was entitled to something more than a summary dismissal. But length of service does not count for much with hard-headed business men. The almighty dollar is forever uppermost in their minds, and the bodies of men are only of value to them when they can be used to supplement their wealth.

Every bookkeeper, especially, should know how such a state of affairs would affect them, and make some little provision for a possible contingency. He should improve the prospect by saving a portion of his present salary. Many do not do this, but imagine their positions are secure and live up to their stated incomes. Or they reason that they can easily obtain another situation should they need one, and take the good of their wages as they go along. Any man who does this makes a mistake, as ready cash, even if the amount be small, is a desirable possession to a person without steady employment.

It is well for the man who is comfortably situated to sometimes ask himself "What would I do if I should lose my present employment?" Such a possibility may seem apparently very remote, but under present conditions a man working for a firm should think the matter over occasionally as his chances for an unexpected dismissal are often greater than he imagines.

One or two things have suggested themselves to me as means of affording a livelihood should I, at short notice, find myself in such unfavorable circumstances. The first that would occur to me would be to start business on my own account. There are many arguments for and against such a procedure, and the person interested is the only one who can weigh the conditions and determine the matter for himself. Of course if one had sufficient capital, such a course need not long be debated; but even if possessed of a small amount of hard earned savings, say of one or two thousand dollars, it would be quite a question to decide, Yet I would feel very much like making the attempt, feeling confident the requisite managing ability would be forthcoming. A man should always obtain a good grasp of the business where he is employed, and with this knowledge in particular and his general industrial knowledge, his chances of success ought to be fairly good.

He would soon show that he has been trained at a good school of experience and being fairly well equipped, from a mental standpoint he is sure of making a strong fight in the business world. Lack of capital would be the greatest handicap, for few office men can save enough from their wages to make much of a start in this way; but if they have a reputation for honesty and sobriety in their immediate locality, they can generally secure assistance in a financial way on application to aid them in their venture. 'Tis true there is the risk of failure, but there is risk in every undertaking in life and the proverbial saying, "nothing ventured, nothing gained," is true to-day. It is a very small and limited business which does not give a man a moderate salary; added to which the independence and knowledge that one's position is sure, is indeed a comfortable one. There is nothing which develops a man like being thrown upon his own resources, and, oftentimes, the loss of a situation proves a blessing in disguise.

Then again, providing one does not have any capital, or any inclination to start in business, canvassing for life insurance is an occupation that is always open for recruits. It requires no money, and often men with no experience achieve great success at it. I know of a friend of mine who lost a good situation a few years ago and went into the insurance field, and to-day he is earning double what he formerly did. Not every one can succeed at it, but it would be worth the trial for a person needing employment. To a man who has been accustomed to figures it has peculiar attraction, and with ordinary aptitude and perseverance, one must be of very limited ability who could not make a living anyway.

To a man out of employment the cultivation of the soil affords an opportunity of retrieving fallen fortunes. An office man's health may be weakened, and a change to an out-door occupation might be chosen for this reason alone. But poultry and fruit raising near a city is an employment which any man with energy and a taste in this direction could soon make profitable. To one who has had no experience in the work there would be much to learn, but the many publications devoted to poultry raising and farming and fruit raising would soon furnish needed information. Living expenses would be thus cut down, as the little farm would produce almost everything required for the table. The cash capital required for the start need not be much, as land and tools could be rented.

The many changes constantly taking place in the business world render it necessary that a man should keep his eyes open and be prepared for an unforeseen emergency at any time; and in view of a loss of employment it does no harm to have a thought or two about the future. In fact, every man is the better of having something outside of his daily occupation by which to divert his mind, and educating himself for another occupation, affords this diversion even if the necessity of a change never arises.

LYLE MERTON.

The National Cutlery Co.

As an additional department in the already extensive plant of Thomas Devlin & Co., Philadelphia, a new enterprise has just been inaugurated with the best prospect for success in the especial line contemplated, which is the manufacture of steel laid shears. The assortment includes a full line of straight and bent trimmers, barbers' shears, etc., which assortment will be increased gradually in accordance with the demands of the trade. The finest goods on the market is the aim and ambition of the projectors of the company.

The manufacturing department of the new company will be under the charge of L. A. Nickerson, who has had a large experience in the manufacture of shears, having formerly been in charge of the manufacturing department of the Davenport Cutlery Co., Davenport, Iowa. The sales department will be managed by C. W. Sprague, formerly of the Waterville Cutlery Co., Waterville, Conn., and well known to the Hardware and cutlery trade of the country.

The enterprise will undoubtedly meet with a fair share of trade in the important line covered by their product.

Digitized by Google

THE PHILADELPHIA EXPOSITION OF 1899.

Nowhere in the history of the world have such rapid strides in export trade been recorded as those made by the United States within the last two years. Our manufacturers have made their efforts felt by foreign exporters in every corner of the globe, with the result that we are being jealously watched from those quarters, in the expectation that there may be a "slipping up" in some branch of our extensive export trade.

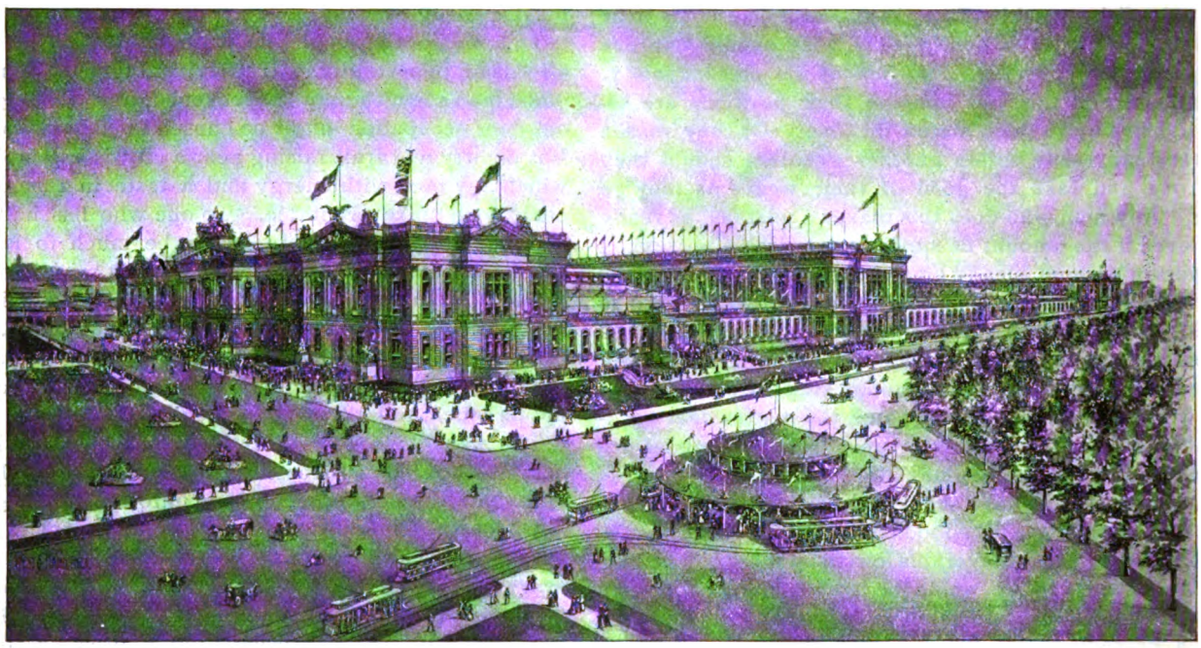
We are thoroughly awake to these possibilities, however, and are not to be taken unawares. In order to strengthen our grip in every possible manner, the National Export Exposition, which opens in Philadelphia early in September, will give the world another opportunity to examine American manufactures and find for themselves just why our advancement is so rapid.

For the Exposition, great preparations have been made to insure its success. Handsome and stately buildings will give it the prestige which such an exhibition rightly deserves. There will be a Main Building composed of five separate structures, together with a building devoted solely to implements, vehicles, and furniture, and in these it is intended to display the best of American manufactures. Statistics show our iron and steel exports to be greater than any other class of goods, and it behooves the Exposition to make this branch one of, if not the principal, displays. The entire south pavilion of the Main Building will be devoted to Hardware exhibits, showing the products which have given us the advantage in this direction.

Not only have we increased the capacities of materials from the standpoint of strength, but we have produced the manufactured articles lighter, cheaper, more durable, of greater variety and perfection than any other country on the globe. Our output of steel rails and billets alone has startled the commercial world. We have shipped railway supplies, bridge materials, wire of every known variety, builders Hardware, cutlery, and hundreds of other Hardware products to the remotest countries imaginable, and have wrested business from what have heretofore been known as the world's iron and steel centres. Sheffield, Birmingham and cities with like reputations, that have hitherto controlled exclusively the output of iron and steel products, now admit our wares to be superior to their own and it is not to be wondered at that American Hardware is handled right in their very markets.

The most improved tools, labor-saving devices and machinery will be on exhibition. Thousands of strangers from all over the world will view the exhibits, and as there is now a great demand for American Hardware of all kinds in foreign countries, especially Australia and South Africa, exhibits in this line will not only be advantageous in an advertising way but will undoubtedly tend to create trade.

A space 381 feet long and 85 feet wide, covering the whole of the south wing of the Main Building will be devoted to exports of Hardware of all kinds. Leaving out the aisles there will be about 16,000 square feet of exhibition space in the Hardware section. The greater part of this space has already been taken and most of the allotments made. The display will be most comprehensive and complete, covering every branch of the trade. It will be in fact one of the best represented lines at the Exposition. The best known manufacturers in the country are among the exhibitors.



MAIN BUILDING, NATIONAL EXPORT EXPOSITION, SEPTEMBER 14 TO NOVEMBER 30, 1899.

European manufacturers of Hardware are feeling American competition to a very great extent. American goods are preferred to home products, not because they are cheaper, but because the American manufacturer has reached a higher state of perfection in turning out his products.

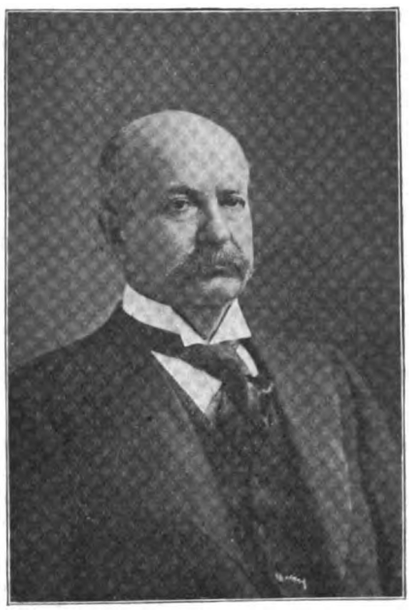
Wire and cut nails, barbed and smooth wire, table and household cutlery, railroad tools, blacksmith's Hardware, augers, bits, drills, locks, and other general and heavy Hardware will be exhibited to merchants, manufacturers, buyers and representatives of all the countries of the world.

In his wildest fancy, no one could have pictured the future of our iron and steel trade, for it seems to be unending in its upward march.

Digitized by Google

A few years ago, our supply was scarcely equal to our demands, and foreigners were simply reaping a harvest at our expense. They were, however, keenly observing that our own makes were giving better satisfaction and that inventions were progressing which would eventually oust them from our markets.

Anticipating prolonged peace and continued stimulation of the iron and steel trade, the National Export Exposition will use its utmost endeavors to impress more forcibly upon foreigners that we are second to none in these productions and intend to remain so.



P. A. B. WIDENER, PRESIDENT NATIONAL EXPORT EXPOSITION

Illinois Retail Hardware Association.

A meeting is called for the purpose of organizing a State Association of Retail Hardware merchants in Illinois, and will be held in Chicago on August 16th, 17th and 18th. The following circular having reference to the matter has been issued by Ehler Goettsche, No. 1049 Milwaukee Avenue, and Fred. Kurtz, No. 1061 West Madison Street, Chicago, of the Organization Committee, who are desirous of supplying any further information desired:

To the Hardware Dealers of Illinois:

Greeting: The Chicago Retail Hardware Dealers' Association believe that the Hardware dealers of Illinois should follow the example of the trade in surrounding States and form a State association for mutual benefit and improvement.

The Organization Committee appointed at a recent meeting of the Chicago Retail Hardware Dealers' Association hereby extend to you an earnest and hearty invitation to attend a convention called to meet at Schoenhofen's Hall, Milwaukee and Ashland Avenues, Chicago, August 16th, 17th and 18th.

There will be a discussion of matters of interest to every Hardware dealer in this State, and no member of the trade should miss this meeting. Kindly inform us whether you will be present or not, as in order to secure a rate of a fare and a third for the round trip 100 dealers from out of the city must be present. Try and arrange it so as to do your fall business in Chicago at that time. Dealers expecting to attend this meeting will please follow these instructions.

Directions are also given in the circular how to secure transportation for one and one third fare, and reduced hotel rates in Chicago.

A Reasonable Doubt.—Judge—Prisoner, you are accused of stealing this watch. Are you guilty or not guilty?

Prisoner.—I's guilty, Yo' Honah; but I's 'spicious dat ain't de same watch what I stole.—*Jewelers' Weekly.*

About one hundred years ago the use of starch for stiffening frills around the neck was considered highly reprehensible, if not positively sinful.—*Ex.*

The Carriage Builders' National Association.

The Carriage Builders' National Association intend holding a convention at Indianapolis, during the week of October 23d, and for the first time the president, D. N. Parry of the Parry Mfg. Co., was successful in his efforts to obtain a modified reduced rate of fare as will be noted from the following letter from the Commissioner.

CENTRAL PASSENGER ASSOCIATION.

Office of the Commissioner. Chicago, July 17, 1899.

Carriage Builders' National Association, Indianapolis, Ind.,
Mr. D. N. Parry, President,
Carriage Builders' Association, Indianapolis, Ind.

Dear sir: Referring to previous correspondence with respect to the matter of reduced fares for the above convention. We have pleasure in informing you that, during the meeting of this Association held on July 11th, a telegram from Indianapolis Passenger Committee strongly recommending reconsideration of previous action with regard to the question of reduced fares for the above convention was presented, and the question having been reconsidered, a rate of one fare for the round trip was established (subject to the restrictions of rule 5 stamped thereon); tickets to be sold from all points in Central Passenger Association territory on two days which will best suit the convenience of your delegates, good to return the day following the adjournment of the convention. Will you, therefore, kindly select two dates which will best suit your purposes, which we would respectfully suggest should be the day immediately preceding the opening of the convention and the first date thereof, and advise us as to the date on which the convention will adjourn, in order that we may make proper announcement to all interested.

Yours truly,
F. C. DONALD,
Commissioner.

Rule 5, to which the above refers is as noted below:

When reduced round trip rates are granted of one fare for the round trip, such rates will not apply from stations of less distance to point of meeting than thirty-three miles, but the rates within the territory described will be $1, except where a fare and a third makes less than $1. When rate of one cent a mile each way is authorized, rates for less than fifty miles will be $1, except where a fare and a third of the regular one way rate makes less than $1.

American Bicycle Co.

At a meeting held at the Waldorf-Astoria for several days lately, the organization of the various bicycle manufacturers into one company to be called The American Bicycle Co., was modified as to the necessary capital desired, by perfecting the organization on the following basis:

The new company is to be incorporated with a capital of $40,000,000, divided into $10,000,000 of twenty-year bonds, $10 000,000 of preferred stock and $20,000,000 of common stock. The concerns going into the combination will receive 30 per cent. of their estimated assets in cash, 30 per cent. in preferred stock, and 50 per cent. in common stock. The companies going into the combination thus get 110 per cent. for 100 per cent. put in or a bonus of 10 per cent. of their contribution, either in cash or common or preferred stock.

It is reported that the Pope Mfg. Co. and Gormuily & Jeffery preferred taking the securities of the company for the entire amount of their property in lieu of a portion in cash.

The hundred or more representatives of the forty-five firms said to have gone into the combination were present at the meeting last week, but many left after signing their agreements, and the officials will be elected and the remaining business of the incorporation done by proxies.

It is believed that A. G. Spalding will be chosen president of the company.

The principal exports of Puerto Rico are coffee, honey, sugar and tobacco, worth for 1895, $13,500,000.—*Ex.*

The population of Puerto Rico in 1887 was 813,937—300,000 of them negroes.—*Exchange.*

Digitized by Google

MICHIGAN HARDWARE ASS'N CONVENTION.

The fourth annual convention of the Michigan Hardware Association was held at the Russell House, Detroit, on Wednesday and Thursday the 12th and 13th inst.

Although composed of retail houses only, the convention was of sufficient importance in the Hardware world to attract a large representation of the manufacturing and jobbing interests throughout the entire State. The attendance is referred to as having exceeded in number those present at any previous meeting of a similar character, and the importance of its proceedings was participated in by a largely increased number of delegates.

The convention was called to order on Wednesday afternoon by President C. G. Jewett of Howell; the roll was called by Secretary Henry C. Minnie of Eaton Rapids, after which a Committee on Credentials was appointed, consisting of W. A. Tower of Muskegon, J. W. Jochim of Ishpeming and F. J. Cook of Fowlerville.

Mayor Maybury, of the city of Detroit, then welcomed the members of the convention and their friends in a happy speech, in which he alluded pleasantly to many of the honored names connected with the early days of the Detroit Hardware trade, and to the changes which had since taken place. He dwelt upon the taste and attractiveness introduced in the forming and finishing of goods in these days, and claimed that men now make their business instead of letting their business make them. He expressed the desire that a more kindly feeling should be cultivated between the merchants and manufacturers of Detroit and the business men of the other parts of the State, and ended with some humorous remarks relative to the key of the city.

President Jewett responded, accepting the kindly welcome in behalf of the Association, and expressed much gratification at the cordial greeting extended by the citizens of Detroit.

The Committee on Credentials subsequently reported 109 names registered at that time of members entitled to seats in the convention. The minutes of the last annual convention were read by the secretary, also minutes of meetings held by the Investigating Committee on October 12th and January 17th, to settle complaints by members against jobbing houses and manufacturers who had been selling to consumers, all of which were adjusted satisfactorily save one. The minutes of a meeting by the Executive Committee on April 11th were also read.

The President, C. G. Jewett then read an extended address, which was of an aggressive and stalwart character throughout. We are only able to make the following extracts:

Our association has a purpose, I take it, or else we would not be organized. We hope by association and yearly exchange of ideas, new and otherwise, to improve ourselves in a social and business way. We have here, gentlemen, a judicial combination of like interests for mutual protection. We wish to better ourselves as merchants, to improve our methods of merchandising and to get closer in touch with the trade which we in part represent and of which we are the vital arteries. We are nearest to the consumers, and being nearest act as signalmen to the manufacturers, giving notice of the ebb and flow of visible staples in our line; barometers of the Hardware trade, if you please, revealing its conditions from time to time better than any other agencies that are dependent upon or related to it. I think it is for us to say first and with authority that prosperity has returned to the country in a large measure. We feel the pulse of it in our daily sales. We think it permanent and yet we are able to see that the greed, or worse, of manufacturers may check the rising current and bring on an inertia and stagnation.

He referred to several abortive attempts to curtail department stores, as follows:

I am aware that attempts which have proved abortive have been made in one or two of the States of this country to curtail the department stores. The trouble with these efforts has been that they have been promoted by the politicians for politieal purposes only. Not until the masses can be shown through education along the right lines the true character of the department store will it be possible to make a crusade that will result in making the owners of them pay their just share of the taxes, and paying such find themselves unable to keep out of business the thousands of retail dealers who are ruined by their taxless and soulless competition.

He concluded his interesting address as follows:

Trusts will not fight each other to death in competition. They must be discouraged by taxing them proportionately to the benefits claimed by their beneficiaries. We cannot rid ourselves of them by praying against them, by deploring their existence, nor by confessing our helplessness to cope with them. They are mighty and unscrupulous. They are intrenched behind capital defended by the brightest minds money can command. It is your function and mine, gentlemen, to appeal to the law for self-preservation, to ignore the glib-tongued politician and patronizing demagogues, to apply to the trust problem the only restraint that we can command—the restraint of taxation.

A committee to consider and report on the president's address was appointed, as follows: Charles F. Bock, of Battle Creek, Henry C. Weber, of Detroit, and H. W. Weber, of West Bay City.

Henry C. Minnie read the secretary and treasurer's report, a portion of which is given herewith:

I am pleased to submit herewith my annual report as secretary-treasurer of this association, and which I trust may meet with your approval:

Active members at last report	144
Honorary members at last report	35
Active members added since	8
Honorary members added since	1
Total	188

Seven active members have withdrawn during the year, leaving the total membership at this date 181, made up as follows:

Active members	145
Honorary members	36
Total	181

A net increase of two members since our last annual meeting.

A. H. Dane, of Detroit, read a very graphic and entertaining paper on "The Experiences of a Traveling Man," which concluded with the following amusing incident from his experience:

You frequently hear people who pride themselves on being shrewd judges of human nature assert that they can tell what a man is by his looks. I claim it cannot be done. The two years I have referred to were spent in traveling in the State of Indiana. My headquarters were in Indianapolis, where I spent most of my Sundays. I arrived one Saturday afternoon, removed the stains of travel and, encasing my manly figure in a spic span new suit of clothes, left the Dennison House about 7 o'clock to walk down and call on our customer. I had gone but a few paces when a gentleman whom I had never seen before smiled and spoke

Digitized by Google

very pleasantly to me. A little further and another one, and then another, and so it kept on, when finally a man rushed up to me, grasped me by the hand and said, "Hello, Sim, old boy, I saw by the paper to-night that you had just returned." I told him that I had just returned but my name wasn't Sim. He appeared much confused, begged my pardon and retired, leaving me in the dark as to who this Sim that so many seemed to know was. Of course I thought it a good joke and took some pains to speak to every one in whose eyes I could detect a gleam of recognition, and I should say there were about a hundred of them before I reached the store. I went in laughing heartily, told the story to the customer, and asked him who it was that I so closely resembled. He thought a few moments. "Sim, Sim," then suddenly said, "Oh, I have it, you do look like Sim Coy." "And who is Sim Coy?" I asked. His reply was, "Oh, he runs a saloon and is a Democratic ward heeler. He was convicted of stuffing ballot boxes. He just returned to-day. For the past two years he has been in jail." Then everybody laughed but me.

He was followed by Dudley W. Smith, of Detroit, who made an amusing address on the subject of "The Hustler."

In the Thursday morning session, among other matters of importance, a committee of nominations was appointed, which later in the day reported the following recommendations:

PRESIDENT.

Henry W. Weber, West Bay City.

VICE-PRESIDENT.

W. J. Boyce, Port Huron.

SECRETARY AND TREASURER.

Fred H. Cozzens, Detroit.

INVESTIGATING COMMITTEE.

Jacob Stahl, Lansing.
G. W. Bruske, Saginaw.
W. A. Towner, Muskegon.

ENTERTAINMENT COMMITTEE.

C. G. Jewett, Howell.
Chas. Gariner, Wyandotte.
John Popp, Saginaw.

TRANSPORTATION COMMITTEE.

Frank Brockett, Battle Creek.
John Capen, Detroit.
H. A. Scott, Marine City.

Executive Committee, in addition to the president and vice-president and secretary, Geo. A. Wilcox, of Adrian, and Bert Edwards of Kalamazoo, for two years, and J. B. Sperry, of Port Huron, and G. W. Hubbard, of Flint, for one year.

The question box, when opened, was found to offer the following subjects for discussion, which was participated in at considerable length:

1. Are you in favor of a National Retail Hardware Dealers' Association?
2. Do jobbers belong to the Michigan Hardware Association, and to what extent?
3. What will you do with a furniture store which puts in a Hardware line simply as an advertisement?
4. What are the real aims and objects of this association, and how can we best keep it alive?
5. What shall be done with jobbers who sell to department stores?
6. Is it right and just to the dealers that manufacturers and jobbers sell at retail?
7. How can a dealer keep his stock free from dead stock?
8. Do we realize profits from advances?
9. What policy should Hardwaremen adopt with reference to Catalogue houses?
10. Is it advisable to have a mutual fire insurance department in connection with this association?
11. What is the best mode of collecting old accounts?
12. What line of advertising pays?
13. What is the best way to compete with racket stores and catalogue houses?
14. What is the best method of keeping Hardware catalogues?
15. How shall we avoid dull seasons?
16. Is it policy to cut prices on staple articles to meet competition from bankrupt stores?

After the transaction of some other routine business, and the postponement of the question at what place to hold the next annual meeting, the discussion of which was left to the executive committee, the committee adjourned *sine die*.

Albany Festivities.

The employes of the Albany Hardware & Iron Co., Albany, N. Y., on the 15th inst., participated in one of the most enjoyable outings ever experienced by the Hardware and Iron trade in that part of the country. The affair was given by Charles H. Turner, president of the company, and was entirely under his auspices. Saturday being a half holiday, when the business of the day was over, the employes, numbering sixty, including the guests, all formed in line, wearing white felt hats with blue and white narrow ribbons, and with blue badges adorning the same, having on them "Albany Hardware & Iron Co. Outing, Averill Park, July 15, 1899," in gold letters. At the right were Charles H. Turner, the president of the company, and his official staff, composed of William B. Wackerhagen, secretary; James K. Dunscomb, treasurer, with Peter Kinnear, Col. William E. Fitch and Warren S. Hastings. Col. Daniel S. Benton was in command of the batallion, with James O. Hovey, adjutant and chief of staff. The procession formed in two platoons, reaching from curb to curb, and filling complete two open cars that were waiting them at the starting point, the side of each car being decorated with long banners, inscribed "Albany Hardware & Iron Co. Outing."

The ride to the park was most picturesque, passing through farms and woodland, past babbling brooks, with the mountains in the distance standing like guards to prevent an invasion of the peaceful valley. Mine host of the Averill Park Hotel was waiting for his guests, and escorted them to the dining room, where a dinner was served in a most excellent manner.

After the enjoyment of a first-class *menu*, and coffee had been quaffed and cigars lighted, Mr. Charles H. Turner welcomed his employes in a happy speech, stating that his talks to them were usually of a business character, but at this time he felt as though no "shop" talk would be considered the proper thing. He felt that employer and employe were equal on this occasion, and he had but one object in view, and that was that each and every one should thoroughly enjoy himself, and make the event something long to be remembered.

Short addresses were made by Peter Kinnear, Col. Fitch, Warren Hastings and James K. Dunscomb.

After the conclusion of President Turner's address, Mr. Wackerhagen, on behalf of the employes, presented Mr. Turner with a magnificent cut-glass loving cup trimmed with silver. Mr. Turner was deeply affected by the gift, and for the time could scarcely find words to express his full appreciation of the kind surprise. After the cup had been passed around, and Mr. Turner's health drank, the party adjourned to the ball field, where the next two hours were spent in athletic enjoyment. The bicycle race followed next on the programme, and broad jumps and tugs of war and other athletic sports passed the day away.

Lunch was served at a later hour, and at eight o'clock a start was made for Albany, which was reached at 9:35. The boys departed for home after three cheers had been given to President Turner, and a more enjoyable day it was confessed by all of them was never passed.

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: Trade generally progresses in a very satisfactory volume. No longer are comparisons with last year's business assumed to be of much importance, the business of the present year being too greatly in excess on many lines to convey any especial lesson except that more money has been earned by people who are willing to spend it. Builders' Hardware, notwithstanding advancing quotations, continues in excellent request. Considerable activity in building is one of the conditions of prosperity for which the West is noticeable. This affects many more lines than builders' Hardware generally, and creates a gratifying impulse through so many analagous industries that a happy state of affairs is everywhere apparent. Stocks are becoming depleted on every hand. and some indisposition to purchase at prevailing quotations may make lighter stocks carried by the jobbers, form a bad feature to face a possibly unusual demand. Delay seems only to act as an incentive for higher quotations, and for the dealer to reap some of the advantages obtained by good stocks in the spring trade, it would seem as though customary purchases cannot very well be relegated to the rear.

Wire Nails: The advance anticipated by the trade to arrive, has been announced, and as will be seen by the schedule printed below, prices to jobbers are 15 cents a keg higher than noted in our previous issue, and 20 cents higher to the retailer. The American Steel and Wire Co. are evidently making prices that will placate the jobbers, and enable them to make prices to the retailer more tempting than are given by the company. We quote present prices as follows, f. o. b. Pittsburg, 30 days, net:

To jobbers in carload lots	$2.50
" in less than carload lots	2.57½
To retailers in carload lots	2.65
" in less than carload lots	2.75

Terms: 30 days from date of invoice, net cash, f. o. b. Pittsburg.

New York prices are represented by the following:

To retailers, carloads on dock	$2.80
" less than carloads on dock	2.95
Small lots from store	3.05

Cut Nails: Although it was thought that higher prices would follow upon the advance when made on wire nails, the present condition of the cut nail market does not seem to warrant any such action on the part of the mills, and prices consequently remain as previously quoted, which are f. o.b. Pittsburg. Freight being added to make a net price delivered at destination:

To jobbers in carload lots	$2.10
To " in less than carload lots	2.15
To retailers in carload lots	2.20
To " in less than carload lots	2.35

New York business is fairly active under the previous prices, being named as follows:

Carload lots on dock	$2.25
Small lots from store	$2.50

Barb Wire: The market on barb wire being subject to similar conditions as those affecting wire nails, was made subject to the same advances. Present quotations being named as follows, f. o. b. Pittsburg, net 30 days:

To jobbers in carload lots, Painted	$2.60
" " Galvanized	3.10
" in less than carload lots, Painted	2.62½
" " " " Galvanized	3.12½
To retailers in carload lots, Painted	2.75
" " Galvanized	3.25
" in less than carload lots, Painted	2.85
" " " " Galvanized	3.35

Smooth Wire: Smooth wire prices, in common with the other wire products were advanced as follows, f.o.b. Pittsburg, 30 days net:

To jobbers in carload lots	$2.35
To " in less than carload lots	2.37½
To retailers in carload lots	2.50
To " in less than carload lots	2.60

The charges for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Spring Butts: Under date of July 1, the Chicago Spring Butt Co., Chicago, Ill., issued a revised discount sheet making the printed discount on steel and iron Chicago Spring butts 30 per cent. uniformly, to take effect on and after that date.

Metal Key Faucets: John H. Graham & Co., No. 113 Chambers Street. New York, have been appointed selling agents for F. P. Welton, Waterbury, Conn., manufacturers of metal key and ivy key liquor and ale faucets.

Faucets and Brass Cocks: Brass racking and liquor cocks have been advanced in price, and are now quoted at 60 and 10 to 70 per cent. discount. Compression Bibbs have been advanced and are quoted at 50 and 10 to 60 per cent. discount.

Post Hole Diggers: Gibbs patent post hole diggers have been advanced 10 per cent. over previous quotations.

Wire Lawn Rakes: Gibbs wire lawn rakes have been advanced as follows:

Ohio Girl,	20 tooth	per dozen,	$2.75
Model,	24 "	"	3.00
Gibbs,	20 "	"	3.50
"	24 "	"	3.75

Coffee Mills: John H Graham & Co., No. 113 Chambers Street, New York, have been appointed selling agents for the Bronson Co., Cleveland, Ohio, manufacturers of the Ever Ready and None Such Coffee Mills.

Wire Rope: The manufacturers of wire rope have adopted new list prices, which are announced in full, under date July 1. They have also adopted a new list on wire rope fastenings, including sockets, hooks and thimbles, swivel hooks and sockets, clips, etc. The new list on wire rope is subject to a discount of 30 per cent. to consumers and 30 and 2½ per cent. to the trade, terms 30 days, or 1 per cent. discount for cash in ten days.

Sleigh Bells: This line of goods have taken time by the forelock and made quite a little advance in prices, owing to the constantly increasing cost of raw material. Bevin Bros. Mfg. Co., East Hampton, Conn.; John H. Graham & Co., No. 113 Chambers Street, New York, selling agents, have issued an entirely new catalogue, which is No. 69, of their line of goods, including sleigh bells, in which the following discounts are quoted: All sleigh bells, 50 per cent. discount, with the exception of chimes, pages 40 to 46, which are 25 to 30 per cent., and Norwegian and Swedish bells, pages 67 and 68, which are 60 per cent. Hame attachments, page 67, list net, and team bells, net prices quoted on application.

Cordage: The following quotations may be said to represent the market at the present time:

Manila, 7-16 inch and larger	per pound,	10 to 10½	cents
" ⅜ inch	"	10½ to 11	"
" ¼ and 5-16 inch	"	11 to 11½	"
Sisal, 7-16 inch and larger	"	8½ to 8¾	"
" ⅜ inch	"	8¾ to 9	"
" ¼ and 5-16 inch	"	9¼ to 9½	"
" Lath Yarn	"	7¾ to 8	"

The price of jute rope is 5½ cents.

THE COLUMBUS TRADE.

Our letter this time can only be a promise of a better one next time. Your regular correspondent is taking a "much needed rest." You are probably aware that about this time of the year people in almost all kinds of business and professional life begin to break down and it becomes absolutely necessary for them to lay aside the cares of business and "take a rest." So it is with your correspondent, and the trials of a jobbing Hardwareman are known to him only in his dreams. (Do not think he has even heard of the last advance in nails), so we can only promise you greater things to come when he returns, recuperated, and with renewed strength and vigor can probably tell a fish story of huge proportions.

As to business, it is not taking so much of a rest as usual in July. The prosperity that has spread all over our broad land continues to prosper right in the heat of summer, and mail orders are much more plentiful than usual at this season, showing that dealers are having a continual call for goods and must keep up ordering to supply the demand. This is certainly a good evidence of improved

Digitized by Google

business, especially when it is remembered that dealers generally bought much more freely during the spring season on account of the advance in prices. In this section of the country prospects are certainly extremely good for a very large fall and winter business. Farmers are enjoying a season of extraordinarily good crops, and with fair prices will be in position to supply their wants, and with plenty of money those wants are likely to be much more numerous than for some years past. For these reasons, we can see no excuse for taking any other than an optimistic view of the situation and looking forward to a continued good demand with prices fully maintained, and in some lines possibly going quite a little higher. We think the "Bugbear" of trusts and anti-expansion is rapidly dying out and with another season of improved conditions which will be felt by all classes, the pessimist will find few followers and there will be few indeed that would want to return to the conditions of a few years ago, trusts or no trusts.

THE SMITH BROS. HARDWARE CO.

THE PORTLAND TRADE.

Maine is reaping her usual summer harvest from her visitors, and the travel this year is very heavy, due to prosperous times, and favorable weather. Last year summer business was curtailed by the nervousness of some of the more timid, fearing that the Spanish fleet might make trouble for them.

The crop conditions are more favorable than they were some time ago, although the hay crop is very short, and many other farm products are far behind the average.

Trade continues good, orders are well assorted, and the quiet, incident to ordinary July trade, has not yet developed. Collections are good. All classes of trade feel confident that present prices will continue for a long time to come, and that it is desirable to anticipate their wants far in advance of the season.

THE EMERY-WATERHOUSE CO.

THE PITTSBURG TRADE.

Travelers are off the road at present taking their vacations and this makes the usual midsummer quiet, yet a comparison with last July shows that the percentage of increased sales keeps up in July as in the earlier months. Hurry orders in good quantities from railroads and manufacturing plants show that they are needing supplies for repairs and new work and needing them quick.

The recent advance in wire and nails, bringing nails to $2.75 to the retailer, is quite as high as they should go, and we trust no further advance will be made. There is no apparent lessening of the demand for nails as yet, but we hear reports of farmers deferring fence building, and if this becomes general, storekeepers will soon quit buying, and thus react on the manufacturer.

The consummation of the railroad coal trust seems to be a fact. This includes 119 mines, and it is probable that only about half will be run to their capacity and the rest allowed to stand idle. Stores and miners at these idle plants will have to close up and move away, which will entail hardship on a great many people, but in the evolution of business, this plan is having its innings, and we shall know more of its success five years hence.

The natural gas companies are having an increased flow from their wells lately, and during the summer take on manufacturing plants as customers. They are building a holder, said to be the largest ever made, to hold five million cubic feet, this to be a reserve for winter weather, when accidents sometimes interfere with the supply.

LOGAN-GREGG HARDWARE CO.

THE VICKSBURG TRADE.

The reason that you have not heard from us more regularly is due to the fact that we have been kept very busy working on a pleasant task—marking up goods. Hardware has been sold so cheap so long that it's quite satisfactory after a number of years of small profits, to see the silver lining to the clouds. As the tidal wave of prosperity only comes every ten years '99, '89, '79, it is but proper the Hardware dealer should get his full share of the liberal profit obtainable by the improved condition of business. From this on will be a golden opportunity, and the general manager of stock companies that does not make an increased showing in profits, will, in all probability, have to hunt for a new job, and the proprietor who fails to make money, ought to go back to his farm, and raise more hay and less h——, as Sam Jones would say. Now, while things are so bright and promising for the Hardware jobber, there is a question that commands our serious consideration, in this section particularly, where cotton is king. The manufacturer makes his profits out of the jobber, the jobber makes his out of the retailer, the retailer out of the consumer. Now if the consumer cannot get a fair margin of profit on the products of the farm, he is not in position to consume the quantity of goods he would had he sold his cotton for a profit, and thereby hangs the tale: If we are to have continued high prices, and in consequence, good times, we have got to help the farmer make a good profit on his goods. Reciprocity is the life of trade.

LEE RICHARDSON & CO.

THE ST. PAUL TRADE.

The conditions of trade in the Northwest are not materially different from what they have been during the past month. We are much nearer to the time of maturity of our crops, and as much depends on their condition at maturity, we naturally notice the prospects for satisfactory results. So far, the reports from the "field" are all satisfactory. The season has been a good one and the indica-

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

tions are that we shall have a large crop of all small grains. The hay crop is also very heavy which is favorable to our dairy industries. Corn is rather backward than otherwise, still we may look for a fair crop as there is yet ample time for it to catch up.

Country dealers, as we see them from time to time, all report an increased business for the first six months of this year over that of previous years, and are very hopeful as to the result for the balance of the year.

The jobbers are very busy and all complain of more or less difficulty in getting some kinds of goods, a difficulty which is not peculiar to this locality, if we may judge from trade reports all over the country.

From present appearances, the usual midsummer dullness will not be experienced this year, but what in former years would have been considered an active business, will be realized.

As far as we can observe, the disposition of all dealers is to take advantage of all advances as they occur and the belief is general that the end of advances is not yet.

C. W. HACKETT HARDWARE CO.

THE CLEVELAND TRADE.

The action of Gen. Otis opening the ports of the Philippines created a panic in London, causing a heavy decline in Manila hemp. This suggests the sensitiveness of commercial relations and reminds us that this country in acquiring the Philippines, secured a monopoly in one of the most important articles in the world's commerce.

The shipping interests of every country are dependent upon us for what cannot easily be dispensed with, and the obligation to restore order and increase the cultivation of Manila hemp seems imperative.

That the people of one part of the country in a sectional civil war would rejoice in the repulse of the Federal army one could easily imagine, but that citizens of this country should be gratified at our inability to keep our international obligations by suppressing a rebellion in our own territory, is inconceivable.

If in the mad scramble to furnish an issue, one of the great parties will give the people of this country an opportunity to express their opinion of anti-imperialism, there will be a first class funeral with a postponed resurrection, but neither party will commit suicide in this way. Anti-imperialists will not furnish the issue, and they may as well go out of business. The relation of tariff to trusts will be safer, but the poor laboring man will be too busy to listen to the story of his wrongs, so that does not promise a lively campaign.

It is difficult to organize an opposition to a party unless there is some basis. The outs want an inning, but the great mass of voters are not interested in this. The woes of the working men, which is the stock in trade of politicians, are a little scarce, so that it is difficult to organise a campaign on ordinary lines. We may be compelled to have one on principle.

Civil service reform, which the politicians fight shy of—both sides will claim to favor to prevent its discussion, but with our colonial and municipal governments, it is of the greatest importance.

The spectacle of a municipal council passing an ordinance at the dictation of a mob present in the council chamber in one of our most enlightened cities, recently, is a disgraceful commentary on municipal government. Carlyle and Macauley will prove true prophets unless the spirit of Josh Giddings or Ben Wade is revived. We need a church to promote physical and moral courage among law-abiding people, or United States troops will be necessary in every city to protect the people from themselves.

July still keeps its power to suppress the rush of trade notwithstanding the boom. Customary vacations among merchants will be observed, so that the mills will have time to close up their back orders.

The hard times that compelled our manufacturers to put in new machinery to enable them to compete, seems to have been a blessing in disguise. The increased demand found our factories in condition to make better and cheaper goods than any nation in the world. The fact was soon discovered that our superior machinery gave us an advantage, and it resulted in an immense foreign demand for American machinery, from which our machine tool factories are reaping rich reward.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE OMAHA TRADE.

July trade is exceptional in the volume of business being transacted, as never before do we remember a July when trade held up as it is doing now, nor when orders were as large and as numerous and covered so wide a range. Not only are season goods called for, but the orders apparently cover the entire Hardware list, beginning at Genesis of the catalogue and ending in the Revelations of it. The future prospects were never more favorable than at present. The wheat crop which a short time ago was anticipated as being a total loss, will develop considerably in excess of a half crop and outside of this, grains of all kinds promise a larger yield. Prices are being reasonably well maintained, though what cut prices are being made, contrary to the usual rule, are made by the larger jobbers, who possibly figure that the present market may be used to a large extent to secure foothold in territory which is being gradually, but none the less surely, absorbed by the smaller houses.

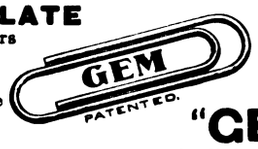
The usual scarcity of goods still causes complaint, though we all appreciate the fact that were retailers, jobbers and manufacturers alike to conclude that the time was ripe to stop buying and use up their surplus, the amount of goods and material in stock throughout the country would be as great a surprise to some of us as is the present so-called scarcity. Collections are good. RECTOR & WILHELMY CO.

THE BIRMINGHAM TRADE.

We are glad to report that business continues good and we do not anticipate any falling off later on, as the best season for selling goods is now approaching. Most of the idle furnaces are being overhauled ready for going in blast, and the demand for ore is heavy, also for coke. We hope before the close of the year to see the steel plant and rod mill actively turning out steel billets, wire and nails. The railroads are busy and find difficulty in getting cars to take all the freight offered. The bank clearings last week were the largest in the history of the city. The chief complaints come from the agricultural districts on account of the continued low price of cotton, while there has been heavy advances in many of the articles they have to buy. The rural merchants, who depend largely on the farmers,

Digitized by Google

Don't MUTILATE your papers with pins or fasteners but use the . . .



"GEM" PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free

Price, 15 cents per box of 100.

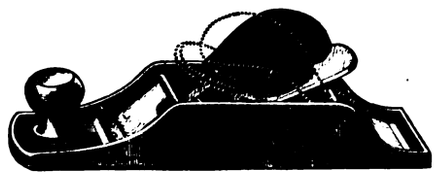
CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N.Y.

IMPROVED Labor-Saving CARPENTERS' TOOLS.

STANLEY RULE & LEVEL CO. New Britain, Conn.

SOLD BY ALL Hardware Dealers.

Double-Ender Block Plane



This Plane has two slots, and two cutter seats. It can be used as a Block Plane; or, by reversing the position of the cutter and the clamping wedge (see dotted lines in the engraving), it can be used to plane close up into corners, or places difficult to reach with any other plane.

No. 130. Block Plane (Double-Ender), 1¾ inch Cutter, $0.80

have not felt the prosperity which they read so much about, and in consequence are not so buoyant.

We hope that less cotton will be produced and that the farmers will learn other ways of making a living and that they too may feel the benefit along with those of other lines, and in this way all grounds of complaint will be removed.

We are glad to report business much ahead of same month last year and prospects encouraging in the mineral district. The condition of the farmer who depends on cotton for revenue, while most things he has to buy have advanced and cotton continues low, is rather discouraging. It is true he has no cotton to sell yet, but he cannot project any enterprise with the hope of having success later and paying for the improvements with cheap cotton. We are glad to see new cotton mills being constructed, and in this way the South will get more profit out of its great staple, and we hope will make her rich in the not distant future. There are too many farmers to effect any concert of action and reap the benefit of united action, as so many of the manufacturers are doing, and hence the difficulty with the agriculturist. We will hope that wider markets may yet do something for them.

MOORE & HANDLEY HARDWARE CO.

THE BALTIMORE TRADE.

Sales during the past week have been unusually numerous embracing many good sized orders.

Collections are improving and from encouraging reports from different sections of our territory, concerning the splendid condition of crops, we anticipate a large fall trade. Advances in Hardware have not as yet reached the point where they might be termed prohibitory, and as merchants in the country are getting accustomed to higher values it is not difficult to secure orders at prices now ruling.

H. W. WEBB & SONS.

THE GRAPHITE TRADE.

Vice-President John A. Walker has returned from a seven weeks' vacation in Europe. He reports the Graphite market in a state of great activity, with prices higher and a prospect of advance.

While this has not affected the prices of our general products, it has compelled us to raise the price on crucibles another point, and prevents us from accepting contracts for future deliveries. Our invoices all go out stamped "Prices Subject to Change Without Notice," and still the orders keep us on the jump

There has been a special demand for black and colored plumbers' crayons, so that we have for some weeks been working overtime on these goods without making noticeable headway against clearing up deliveries. Lubricating graphite has gained a strong hold upon the foreign market, where it is known as "Dixon's Pure Ticonderoga Flake Graphite," and a number of large contracts have been made with prominent houses in Germany and Denmark to handle it.

It is a matter of record that the Dixon graphite products are sold in every country excepting Turkey and Arabia. Australia has become an important field for us, so that we are compelled to keep a permanent salesman confined to that country.

General business is good, with a prospect that July, which is generally one of the "off" months, will give us a remarkable showing.

There is not one of the graphite products neglected. Everything is in demand and jobbers are evidently hustling.

JOSEPH DIXON CRUCIBLE CO.

Salesman Wanted.

SALESMAN acquainted with New York City architects and contractors. One thoroughly conversant with all details pertaining to builders' Hardware Competent to make estimates from plans and specifications. Address CAPABILITY, care HARDWARE, No. 143 Chambers Street, New York.

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York.

For Sale.

WISHING to retire from business, I offer my Hardware business, or a controlling interest in it, for sale. Situated in one of the best cities in the South; this is a rare opportunity to step into an established and paying trade with nice stock and store and cheap rent. For particulars address "C," care HARDWARE, No. 143 Chambers Street, New York.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Alamagordo, N. M.—Laurie & Frazier, Hardware, sporting goods, etc., new firm, commenced business.

Cumberland, Md.—A certificate of incorporation has been granted to the Potomac Hardware Co. The following persons named in the certificate have been made directors for the first year: Arthur H. Amick, Thomas Pownall, Frank A. Blaul, J. W. Thomas and A. L. Glissan.

Galveston, Tex.—The Bryan Hardware Co. has been incorporated, with a capital stock of $15,000.

Montreal, Can.—The Notre Dame Hardware Co.

Oxford, Ohio.—The Stevenson Hardware Co. has been incorporated with a capital stock of $10,000.

San Francisco, Cal.—Philpott & Armstrong, Hardware merchants, have filed articles of incorporation. The directors are Charles H. Philpott, S. V. Armstrong, George T. Hawley, J. M. Robinson and Alex. G. Eells. Capital, $50,000, of which $20,000 has been subscribed.

Changes and Improvements.

Bay City, Mich.—D. B. Martin & Co., Hardware, No. 808 Water Street, succeeded by F. B. Phillips & Co.

Bedford, Va. — The Hardware establishment of Parker & McGhee has been purchased by L. R. and C. W. Gills and George W. Johnson, the price to be paid being between $12,000 and $15,000. The sale includes the building also.

Bloomfield, Mo. — The Drysdale-Ulen Hardware Co. have filed a statement showing increase of capital stock from $500 to $10,000.

Browntown, Ind.—Brodhecker & Vance, Hardware, dissolved; suceeeded by D. B. Vance.

Charleston, Tenn.—Hall & Johnson have sold their stock of Hardware here to Hall Bros., at Cleveland. They are removing the stock.

Cincinnati, Ohio.—F. W. Schneider, stoves, etc., discontinued business.

Franklin, R. I.—The firm of Irwin & Hussey, who opened a Hardware store on Depot Street a few months ago, has decided to give up business. Their stock has been purchased by Hosie Bros.

Gowanda, N. Y.—Lee & Stafford, Hardware, succeeded by A. C. Stafford.

Hancock, N. Y.— Samuel N. Wheeler, stoves, etc., succeeded by S. N. Wheeler & Sons.

Huron, S. D. — Waibel & Donaldson, Hardware, dissolved.

Independence, Kans.—The Union Implement Co. have determined to put up a splendid building for their use on the corner just east of the Heckman house, the former site of the old Arter mill. The company will put up a two-story building 47x130 feet with a basement, for which the ground is admirably adapted.

Keokuk, Iowa.—S. E. Seehorn, Hardware, sold stock.

Lafayette, Ind. — The Johnson-Barnes Hardware Co. have obtained possession of the room adjoining their present quarters on the south and will use the additional space as a carriage repository and show room. The addition of this room to the present quarters gives the company one of the largest sales rooms in the city.

Lakeland, Fla. — One of the most important business changes which have occurred for a long time is that wherein J. C. Street, of the firm of J. C. Street & Co., has purchased the Hardware business of A. E. Sloan, who retires from business. Mr. Street will occupy the large warehouse now occupied by Mr. Sloan; also the handsome storeroom of Sloan & McRae, at the corner of Kentucky Avenue and the railroad. He will immediately purchase a large stock of Hardware, doors, sash and blinds.

Marlboro, Mass.—George R. Hall & Co. have moved their stock in trade of stoves and Hardware from their store in Lawrence block to their store at No. 571 Lincoln Street.

Milwaukee, Wis.—Edward Barber & Son have negotiated the lease of a warehouse on Clybourn Street, between West Water and Second Streets, to the William Frankfurt Hardware Co., for a term of years. The lease involves $21,000. In addition to three stories, the building has a basement, and contains 16,000 square feet of storage room.

Mt. Pleasant, Mich.—L. N. Smith, for twenty-five years engaged in the Hardware business in this city, has sold his stock to F. B. Clark, of Lowell, Mich.

Nelsonville, Ohio. — L. F. Carpenter, Hardware, succeeded by L. F. Carpenter & Co.

Newark, Ark.—W. A. Edwards, Hardware, etc., sold out.

Paola, Kans.—P. E. Brooks, Hardware and implements, sold out.

Penfield, N. Y. — Charles Stenner has moved his Hardware and tin shop into the Jetty building.

Saline, Mich.—S. H. Maher, Hardware, has retired from business.

San Angelo, Tex.—Work has already begun towards the erection of a two-story stone building on Chadbourne Street, which will be occupied by the C. & G. Hagelstein Hardware business.

Sault Ste. Marie, Mich.—The Chippewa Hardware Co., succeeds the Ferguson Hardware Co.

Sherman, N. Y.—The partnership heretofore existing between Wm. H. Sperry and A. H. Fraser, under the firm name of Sperry & Fraser, has been dissolved by mutual consent. Wm. H. Sperry will continue the business at the old stand and assume all the debts of the firm.

Stockbridge, N. Y.—The Hardware business of C. C. White is so flourishing that he occupies the two adjoining blocks with goods at the present time.

Taunton, Mass.—The Pierce Hardware Co. are planning to build an addition in the rear of the present quarters to be utilized as a storehouse.

Webb City, Mo.— Harrison, Lawyer & Co., Hardware, selling out.

Wellman, Iowa.—Nicola & Gardner, Hardware, succeeded by E. A. Rea.

West Toledo, O.—Anthony & McFarlane are moving their Hardware stock to their newly erected building on Phillips Avenue.

Business Embarrassments.

Elizabethtown, Ky.—B. T. Reid & Bro., dealers in tinware, stoves, and Hardware, have made an assignment. It is believed that the firm will pay dollar for dollar.

New Orleans, La.—A receiver has been appointed for Henry Rice & Son, wholesale and retail Hardware dealers. The business was established in 1848. Their last statement, showing their condition on March 31, was: Assets, $245,000, and liabilities, $193,000, including mortgages on real estate.

Fires in Hardware Stores.

Bangor, N. Y.—Daniel W. Grannis, stoves, etc., destroyed by fire.

Bothwell, Ont.—S. B. Anderson's Hardware store has been destroyed by fire.

Burlington, Vt.—The Hardware store of W. H. Buckley & Co., in the Hayward block, has been destroyed by fire.

Cuba, N. Y.—The Hardware store of Grant Ingalls, located on Genesee Street, has been destroyed by fire with all its contents. The loss is about $1200, with a partial insurance.

Grand Valley, Pa. — The double store building occupied by C. D. Allen & Son., Hardware merchants, has been burned with contents. Loss on building, $2000; store, $5000, with $2000 insurance.

Langford, N. Y.—F. L. Thiel, Hardware, destroyed by fire.

Ottawa, Ohio.—Fire has damaged the Hardware stock and building of W. H. Long to the extent of $4000; partly insured.

Paris, Tenn.—The Hardware stock of Hill, Freeman & Co. has been destroyed by fire; partially insured.

Burglaries in Hardware Stores.

East Bridgewater, Mass.—G. M. Webber, cutlery.

Hartford, Conn.—Tracy & Robinson, revolvers, etc

Julesburg, Colo.—Fred. Dye, knives, etc.

Manawa, Wis. — Shipman's Hardware store, bicycle.

Mansfield, O.—J. S. Dunlap, revolvers.

Niantic, Ill.—Pritchett Bros., $400.

Philadelphia, Pa.—R. Woodrow, No. 1384 Ridge Avenue, $35.

Philadelphia, Pa.—Allen & Allen, No. 1608 Ridge Avenue, revolvers.

Philadelphia, Pa.—G. F. Creutzberg & Son, No. 119 N. Sixth Street, $40.

Prescott, Ont.—R. W. Ross & Co., cutlery.

Shreveport, La.—Vordenbaumen & Eastman, cutlery.

Digitized by Google

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

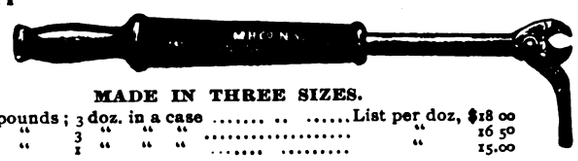
Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case ..... List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

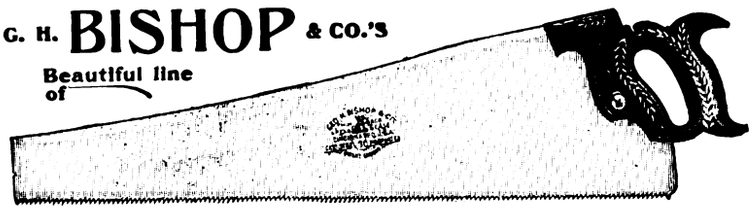
All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

SAWS G. H. **BISHOP & CO.'S** Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

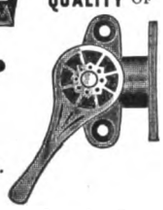
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF M TERIAL, AND FINISH.

Made in three sizes and all finishes. . . . . .



Catalogue on Application.

The Champion Safety Lock Co.

CLEVELAND, OHIO.



CARBON (Black Diamond) TOOLS

FOR

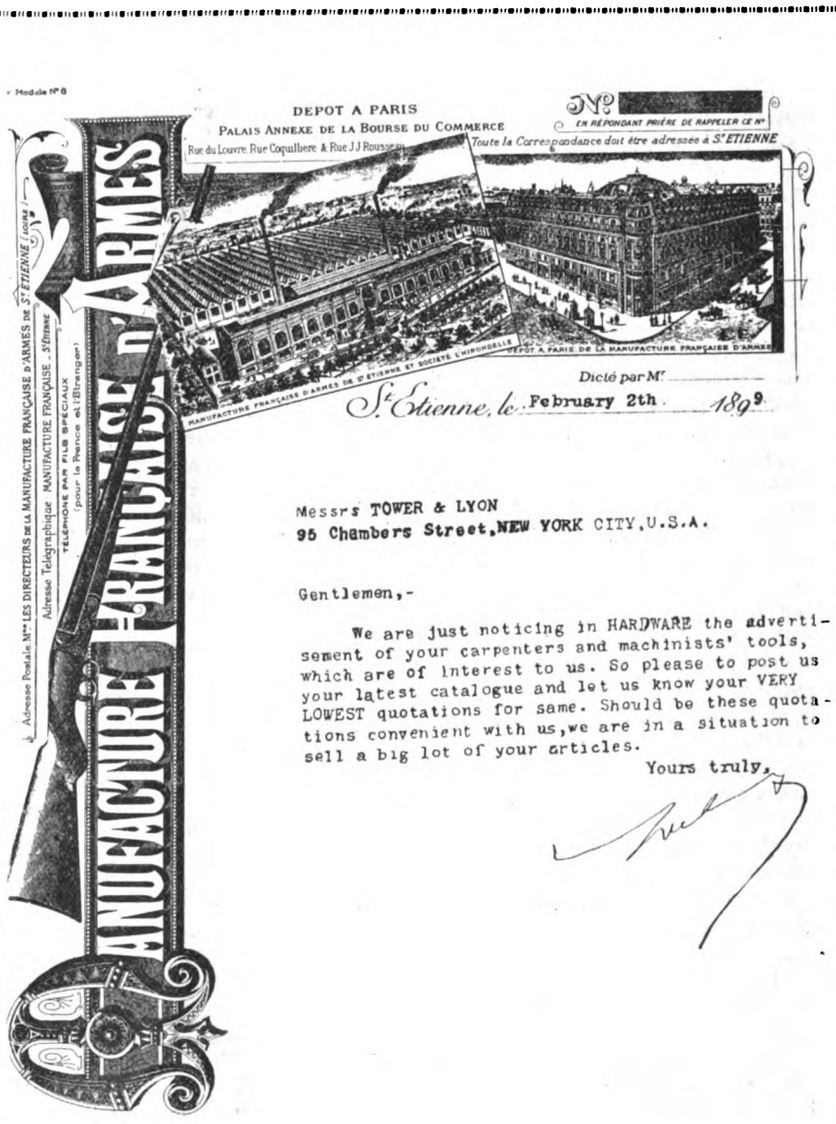
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.



Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Adrian, Mich.—A. M. Keeney, H. C. Smith, P. Novesky, T. Z. Mason and W.W. Curtis are the incorporators of the Adrian Spring Steel Wire Fence Co., capitalized at $100,000, for the manufacturing and dealing in wire fencing, etc.

Allegheny, Pa.—C. E. Christman, E. E. Christman, Elizabeth K. Totten and R. D. Totten are the incorporators of the Star Enameling & Stamping Co., capitalized at $1000 for manufacturing articles of commerce of metal and wood.

Camden, N. J.—A. L. Rice, Henry A. Mathieu, Peter N. Mathieu and J. William Mathieu are the incorporators of the Anglo-American Slate Syndicate, capitalized at $500,000, to deal in slate.

Camden, N. J,—The Murphy-Hayes File Co. have filed articles of incorporation. The object of this corporation is to manufacture files. The capital stock is $6000, and the amount paid in is $1000. The corporators are D. B. Murphy, Frederick Hayes, George B. W. Smith, all of Camden, and Thomas S. Chambers, of Trenton.

Carthage, Mo. — The Parrott Stove & Range Co. has been incorporated by G. W. Barnhart, H. G. Hood, C. A. French, B. F. Barnhart, E. T. Hardaway, Louis A. Hatton and R. H. Fry; manufacturing stoves, ranges, etc. Capital stock, $5000.

Chicago, Ill.—The E. H. Wachs Co. has been incorporated by E. H. Wachs, C. W. Greenfield and H. F. Langworthy; manufacturing boilers, machinery, etc. Capital stock, $24,000.

Detroit, Mich.—The Rider Heater Co. has been incorporated by J. B. Horning, Mary B. Miller and E. W. Rider; manufacture and sale of stoves, etc. Capital stock, $60,000.

Jersey City, N. J.—Michael McCarty, Daniel E. O'Brien, Michael B. Mayhar, John J. Kelly and Marshall Van Winkle are the incorporators of the McCarty Slate Co., capitalized at $50,000, for the manufacture of roofing slate.

Jersey City, N. J.—The Wanzer Lamp & Cooker Co. has been incorporated; principal office, No. 259 Washington Street; manufacture the Wanzer Cooker Lamp. Capital, $25,000. Incorporators: John M. Enright, Theron A. Gould, John M. Fair, all of Jersey City.

Jersey City, N. J.—The Imperial Mfg. Co. has been incorporated, with principal office No. 148 Randolph Avenue; manufacture patented specialties, such as hand cars, wrenches, locks, etc. Capital, $100,000. Incorporators: Henry Berg, Orange Valley, N. J.; Josephus Plenty and Adrian Hitt, both of Jersey City.

Little Valley, N. Y.—Chase Bros. have agreed to establish a plant in this village for the manufacture of razors, strops and general cutlery. Citizens will contribute $1200 to the plant.

Meriden, Conn.—The M. B. Schenck Co. has been incorporated; manufacture and sale of castors and other Hardware. Capital, $45.000. Incorporators: M. B. Schenck, W. A. Schenck. Margaret W. Schenck, Jessee M. Schenck, all of Meridan.

Minneapolis, Minn.—The Hawley Down-Draft Furnace Co. has been incorporated by Charles E. Bleyer, M. B. Moon, Joseph Chapman, Jr., Frank B. Semple and Horace M. Hill to manufacture furnaces and boilers. Capital stock $100,000.

New York, N. Y.—L. L. Grey, W. J. Solomon, S. Sultan and J. J. V. Bengle are the incorporators of the New York Chain Co., capitalized at $1,000, for making chains.

San Francisco, Cal.—The Blum-Walter Mfg. Co. has been incorporated by G. X. Wendling, A. J. Hechtman, F. H. Buck, I. Blum and F. H. Buek; manufacture and deal in tools, machinery, etc. Capital stock, $30,000.

Shreve, Ohio.—The Ohio Self-Heating Flat Iron Co. has been incorporated with a capital stock of $5000.

Washington, D. C.—The Hubbard Heating Co. has been incorporated under the laws of West Virginia by J. Hubbard, S. Bilson, E. E. Murrill, C. V. Kellogg and D. E. Monroe, steam and hot water heating. Capital stock $25,000.

Changes and Improvements.

Augusta, Ky.—G. H. Holliday, of Manchester, Ohio, will move his $30,000 stove foundry to Augusta; will employ about forty operatives.

Batavia, N. Y.—The Johnson Harvester Co. have purchased 2200 acres of hardwood timber in the northern part of the State and from the factory about 190 miles. There is a sawmill on the property, now being operated by the Batavia company, and the timber is to be turned into lumber on the spot and shipped to Batavia for the company's use. Adjacent to the tract purchased are thousands of acres of good land which the company will draw on when their own tract gives out. They are to erect four houses on the property for the use of their employes, which will consist of a force of twenty men. The company are also building a knife factory at their plant in Batavia and will manufacture the knives for their own machines, which heretofore were purchased in another State.

Chattanooga, Tenn.—The T. A. Snow Stove Foundry and the plant of the Mountain City Stove Mfg. Co., will resume operations after having been extensively repaired.

Chicago, Ill.—The McCormick Harvesting Machine Co. have obtained a building permit for the erection of a brick five-story twine mill on Blue Island Avenue, between Leavitt and Robey Streets. The mill is to cost $300,000. The company, which has heretofore made twine in Boston and four other places, in the future will do the most of this manufacturing in Chicago.

Cincinnati, Ohio.—The Fosdick & Holloway Machine Tool Works building is being rapidly built, and will be ready for occupancy by September 1st.

Quincy, Ill.—The Quincy Stove Mfg. Co. are putting up a new plant.

Versailles, Ky.—The old casket factory building will be refitted with machinery and a new company will manufacture Hardware specialties, giving employment to about 50 men.

Recent Embarrassments.

Louisville, Ky.—Scanlon & Co., stove foundry, have filed involuntary petition in bankruptcy.

Recent Fires.

Henderson, Tenn.—The Priddy Tin Mfg. Co.; damaged by fire, at a loss of $750. Insured for $250.

Worcester, Mass.—The M. M. Whitman Refrigerator factory has been burned to the ground. The origin of the blaze is a mystery and the loss amounts to about $5000.

Miscellaneous.

Bethlehem, Pa.—At the annual meeting of the Bethlehem Steel Co. the following directors were elected: Robert H. Sayre, Sr., Joseph Wharton, E. P. Wilbur, R. P. Linderman, Beeuveau Borie, J. B. Lippincott and R. W. Davenport. Immediately after the stockholders' meeting, the directors convened and re-elected R. P. Linderman, president; Abraham S. Schrop, secretary, and C. O. Brunner, treasurer. In circulars issued and signed by President Linderman, notice is given that the Bethlehem Steel Co., having taken a lease of all the property of the Bethlehem Iron Co., all outstanding contracts of the Bethlehem Iron Co. have been taken over by the Bethlehem Steel Co., and all officers, employes and agents of the iron company will be continued by the steel company with their present powers until further notice.

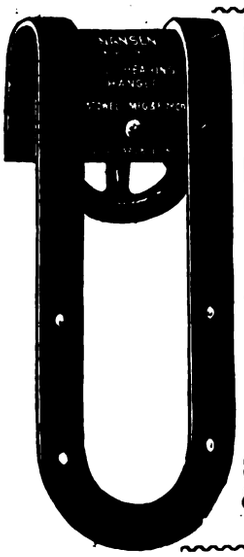
Cincinnati, Ohio.—The Cincinnati Safe & Lock Co. have received orders from Lima and Callao, Peru: Sydney, N. S. W., and Honolulu.

Southington, Conn. — The Southington Cutlery Co. have orders for wood screws on their books which will keep this department running constantly until November.

Springfield, Ohio.—The Springfield Machine Tool Co., when they get their present additions and improvements complete, will have space enough to accommodate 500 employes. The firm have one of the most up-to-date plants in Springfield.

Taunton, Mass. — Forty new tack machines, each with a capacity of 200,000 tacks a day, are being set up at the Fairhaven branch of the Atlas Tack Co. Forty more are coming, making 80 in all. With this addition the number of machines will be increased to 380, which will turn out 75,000,000 tacks daily. The new machines will give employment to at least 25 men. The new machines were built in Taunton.

Digitized by Google



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

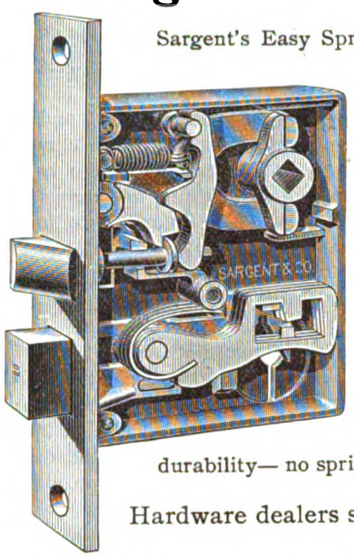


AMERICAN RAILWAY SUPPLY COMPANY.
MANUFACTURERS OF
BAGGAGE HOTEL & TIME CHECKS, METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE, NEW YORK.

A. MUGFORD · DESIGNER ENGRAVER & ELECTROTYPER
HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING
ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

"HARDWARE" has a field of its own.
That's Why
Advertisers get results.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

EASY ON THE LATCH BOLT.

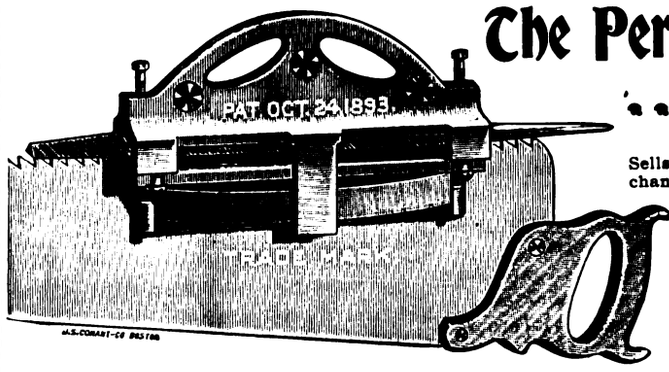
FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.

The Perfect Saw Jointer



Sells at sight. Every mechanic needs it! **Uses any kind of a file.** Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC., on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description;

and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.

The ROOT BROS. CO., Plymouth, O.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Allegan, Mich.—The Allegan Wheel Co. has been established, with a capital stock of $12,000.

Beloit, Wis.—F. A. Barish has opened a store.

Charleston, S. C.—The B. H. Worthen Arms Co. has been incorporated by B. H. Worthen, George H. Swan and George H. Peterman; to manufacture and sell bicycles, guns, locks, etc. Capital stock, $2500.

Connellsville, Pa.—C. L. Clarke has opened a store.

Dover, Del.—A certificate of corporation of the United States Vehicle Co., with an authorized capital of $25,000,000, has been filed here. The company is incorporated to manufacture vehicles to be operated by compressed air as motive power.

Jersey City, N. J.—The New Century Air Motor Cycle Co. has been incorporated in New Jersey, with principal office No. 1 Montgomery Street, to manufacture goods, wares and merchandise. Capital, $100,000. Incorporators: Z. Taylor Ubil, Philadelphia; John W. Avery, Osborn Congelton, both of New York.

Nashville, Mich.—J. Hurd, formerly of South Haven, has opened a store.

Niagara Falls, N. Y.—The Niagara Automobile Co. has been incorporated at Albany with a capital of $10,000. Incorporators: P. F. King, Lockport; J. H. Leggett, Mrs. E. Burns, M. Brown, J. F. Murphy, all of Niagara Falls.

Ottumwa, Ia.—Lee M. Wheeler, Main Street, opened a store.

Owosso, Mich.—Merrick Blair will go into the bicycle business with his father, carrying a line of bicycle supplies, guns and ammunition.

Paris, France.—The Columbia Automobile Co. have now started business seriously in Paris. It has secured a five-acre factory at Clement's Bicycle Works, and Hart O. Berg the Paris manager who came back from New York about a fortnight ago, has already set up over 400 machine tools of the latest patterns. When the factory is fairly started and the heavy freight and duty now paid on the American built cars thus avoided, the present prices of $3600 will probably be considerably reduced, and the cost will better bear comparison with the price of the French oil-cars, of which over 3000 are now running in this country. It seems evident that now is the time to push American electric vehicles in Paris. Out of 150 stands where vehicles and motor cars are shown, very few French electric cars are seen Besides the Columbia, the Cleveland has shipped half a dozen cars over just in time for the show, and the Waverley people show a Stanhope. The accident to the *Bretagne* prevented their run-about arriving in time. All seem to be doing business. These American cars are far more elegant and compact than the French and English models, and will probably become popular as soon as their excellent qualities are duly set before the public. The Columbia Co. propose to introduce the American electric cabs into Paris. There is a big opening here also. The few electric cabs running here are rarely idle. Cars running twenty-five to thirty miles only are not salable here.

Philadelphia, Pa.—The A. W. Stroud Mfg. Co. has been incorporated by A. O. W. Stroud, W. G. Thomas and W. N. Morris. The company will make, sell and deal in bicycles, and is capitalized at $100,000.

Portland, Me. — The Roxbury Rubber Works has been incorporated by J. C. Ward, B. A. Ward, H. H. Thomas, S. H. Hopper, and A. F. Flint; manufacture rubber goods. Capital stock, $10,000.

Providence. R. I.—The Rhode Island Automobile Transit Co. has been incorporated in Rhode Island for the purpose of manufacturing automobiles, carriages, etc. Capital $200,000. Incorporators: J. J. Banigan, J. A. Chase, D. McNeven, H. C. Luther, Providence; E. L. Freeman, J. Chase, W. B. Banigan, Central Falls.

Rochester, N. Y.—The Tierney Mfg. Co. has been incorporated to manufacture and sell bicycle supports and rests. Capital, $18,000. Directors: Charles Englert, Jr., August P. Weitz, and Edward J. Tierney, Rochester.

San Jose, Cal.—The Garden City Cyclery has been incorporated by W. H. Krause, Eli Wright, R. R. May, and I. Trone. Capital stock, $10,000.

Terre Haute, Ind.—Haworth & Engles, No. 515 Ohio Street, have opened a store.

Changes and Improvements.

Atlanta, Ga.—Walcott & Drake, bicycles, succeeded by R. H. Drake.

Baltimore, Md.—The Maryland Sporting Goods Co., succeeded by A. G. Alford Arms Co.

Cleveland, O.—The Standard Tool Co. announce a change in the manner of conducting their business. The seamless steel tubing business, electric welding of bicycle parts and their general welding business has been transferred to a new company to be known as the Standard Welding Co. The stockholders and officers, of the new company are the same as those of the Standard Tool Co., but the business will be conducted separately. The new tubing plant of this company, built some months ago, is now in full operation and they are rapidly closing contracts with prominent manufacturers for their season's supply of tubing. As is generally known, the Standard Tool Co. are large manufacturers of twist drills and other machinists' tools.

Dexter, N. Y.—Warren & Watts, sold out.

Edwardsville, Mich.—C. M. Dennis, succeeded by D. W. Ray & Co.

Gainesville, Fla.—Graham Bros. are closing out business.

Indianapolis, Ind. — Sterne & Schwabacker, bicycles, dissolved. E. C. Sterne continues.

Los Angeles, Cal.—The Starr Novelty Mfg. Co., No. 206 W. Fifth Street, sold out to W. F. Watts.

Richmond, Ind.—The Jones Hardware Co., Hardware, sporting goods, etc., are erecting new building, which they expect to have ready for occupancy by December 1.

Rochester, N. Y.—The Hall-Shone Co.'s petition to the courts for permission to change its name to the E. H. Hall Co. (Inc.) has been granted. The company manufacture and wholesale bicycle goods at No. 17 Elm Street, and have made no change in their management.

Savannah, Ga.—Moore & Higgins, succeeded by W. F. Higgins.

Recent Embarrassments.

Boston, Mass.—Kleh & Hopkins, bicycles, reported to have given voluntary petition in bankruptcy.

Chicago, Ill.—Charles H. Steiner, bicycle sundries, made voluntary assignment. Assets, $500; liabilities, $500.

Chicago, Ill.—The Cycle Repair Co. are reported to have given involuntary petition in bankruptcy.

Mobile, Ala.—T. T. Wentworth, dealer in bicycles, is reported to have filed a petition in bankruptcy.

Salem, Mass.—The Witch City Cycle Co., Thos. R. Chapman, proprietor, assigned.

Recent Fires.

Albany, N. Y.—The Albany Rubber Tire Co., damaged by water.

Escondido, Cal.—The Escondido Cyclery, burned out.

Knoxville, Ky.—E. M. Rich & Co., bicycles, damaged by fire, caused by the explosion of a gasolene stove.

Minneapolis, Minn.—The bicycle store of A. N. Anderson has been damaged by fire.

Oswego, N. Y.—The Ontario Bicycle Works, damaged by fire.

Portsmouth, Ohio.—J. H. Buckland, burned out.

Quincy, Mass.—The bicycle store of John Gillis has been damaged by fire.

Recent Burglaries.

Pitman Grove, N. J.—William C. Libb, bicycles, store burglarized and goods to the amount of $70 stolen.

Miscellaneous.

Ball bearings are said to have been in use about 140 years.

Bombay claims to have nearly 10,000 cycle riders.

Fourteen States require railroads to carry bicycles as baggage.

In the Rochester High School there are accommodations for storing 500 bicycles.

New York, N. Y.—The 20th Century Mfg. Co. have sent their tally-ho coach through Connecticut advertising the merits of the 20th Century lantern. The coach will visit Bridgeport, Waterbury, New Britain, Meriden, Hartford, New London, Middletown, Norwich and Willimantic.

Digitized by Google



FOR Butler's Pantry Doors and all other swing doors the . . .

"BARDSLEY" CHECKING SPRING HINGE

is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the centre. It goes in the floor under the door.

Made in 6 Sizes.
Catalogue Free.

JOSEPH BARDSLEY,
147 to 151 Baxter St., New York.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

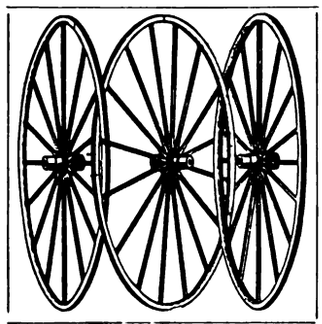
Kretsinger TRADE CUT-EASY MARK HOOK

DO YOU SEE THAT EDGE?
IT'S SINUOUS.
IT'S BEVELED.
IT'S SHARP.



FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....



Do You Sell Wheels?

PARRY makes Buggy wheels. **PARRY** makes none but the best grades of Buggy wheels. **PARRY** uses nothing but genuine second growth Indiana White Hickory, thoroughly dried. **PARRY** wheels are easy to sell because they are good wheels, well advertised. You should get **PARRY'S** prices.

PARRY - BUGGIES - INDIANAPOLIS

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.

Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers.
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes.
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails.
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.

Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.

Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.

Sheathing Nails.
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads.
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.

Wire Slating Nails.
Escutcheon Pins.

Lead Nails.

Slating Nails.
Common Nails.

Zinc Nails.

Slating Nails.

Yellow Metal.

Slating Nails
Sheathing Nails.
Stem Nails.

Slaters' Tools.

Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.
Composition Spikes.

METRIC SYSTEM OF WEIGHTS AND MEASURES.

The metric system is based upon the distance from the equator to the pole. The ten-millionth part of this arc was chosen as the unit of measure of length, and called a *Metre*. The cube of the tenth part of the metre was adopted as the unit of capacity, and denominated a *Litre*. The weight of a litre of distilled water at its greatest density was called a *Kilogramme*, of which the thousandth part, or *Gramme*, was adopted as the unit of weight. The multiples of these, proceeding in decimal progression, are distinguished by the employment of the prefixes *deca*, *hecto*, *kilo* and *myria*, from the Greek, and the subdivisions by *deci*, *centi* and *milli*, from the Latin:

TABLE FOR THE CONVERSION OF METRIC WEIGHTS AND MEASURES INTO ENGLISH.

Metres into Yards.	Kilometres to Miles and Yards.	Litres into Gallons and Quarts.	Hectolitres into Quarts and Bushels.	Kilogrammes into Cwts. Qrs. Lbs. Oz.	Hectares into acres. r. p.
1 1·094	1 0 1094	1 0 0·880	1 0 2·751	1 0 0 2 3⅜	1 2 1 35
2 2·187	2 1 427	2 0 1·761	2 0 5·502	2 0 0 4 6¾	2 4 3 31
3 3·281	3 1 1521	3 0 2·641	3 1 0·254	3 0 0 6 9¾	3 7 1 26
4 4·374	4 2 855	4 0 3·521	4 1 3 005	4 0 0 8 13	4 9 3 22
5 5·468	5 3 188	5 1 0·402	5 1 5·756	5 0 0 11 0⅛	5 12 1 17
6 6·562	6 3 1282	6 1 1·282	6 2 0·507	6 0 0 13 3⅝	6 14 3 12
7 7·655	7 4 615	7 1 2·163	7 2 3·258	7 0 0 15 7	7 17 1 8
8 8·749	8 4 1709	8 1 3·043	8 2 6 010	8 0 0 17 10¼	8 19 3 3
9 9·843	9 5 1043	9 1 3·923	9 3 0·761	9 0 0 19 13½	9 22 0 38
10 10·936	10 6 376	10 2 0·804	10 3 3 512	10 0 0 22 0¾	10 24 2 34
20 21·873	20 12 753	20 4 1·608	20 6 7·024	20 0 1 16 1½	20 49 1 28
30 32·809	30 18 1129	30 6 2·412	30 10 2·536	30 0 2 10 2¼	30 74 0 21
40 43·745	40 24 1805	40 8 3·215	40 13 6 048	40 0 3 4 3	40 98 3 15
50 54·682	50 31 122	50 11 0·019	50 17 1·560	50 0 3 26 3¾	50 123 2 9
60 65·618	60 37 498	60 13 0 823	60 20 5·072	60 1 0 20 4½	60 148 1 3
70 76·554	70 43 874	70 15 1.627	70 24 0·585	70 1 1 14 5¼	70 172 3 37
80 87·491	80 49 1251	80 17 2·431	80 27 4·097	80 1 2 8 6	80 197 2 38
90 98·427	90 55 1627	90 19 3·235	90 30 7·609	90 1 3 2 6¾	90 222 1 24
100 109·363	100 62 243	100 22 0·039	100 34 3·121	100 1 3 24 7	100 247 0 18
200 218 727	200 124 487	200 44 0·077	200 68 6.242	200 3 3 20 15	200 494 0 37
300 328·090	300 186 730	300 66 0 116	300 103 1·362	300 5 3 17 6	300 741 1 15
400 437·453	400 248 973	400 88 0·155	400 137 4·483	400 7 3 13 14	400 988 1 33
500 546·816	500 310 1217	500 110 0·193	500 171 7·604	500 9 3 10 5	500 1235 2 11

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS AND WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

BEEN WITH YOU FROM THE BEGINNING.
Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND

EXPANSION BOLTS.
Ask for Catalogue B.
Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG CO.
SOLE MANUFACTURERS, Philadelphia.

"Which Way" Pocket Level
TELLS in an instant "Which Way" your work is out. See? It is the size of a silver dollar and three-eighths thick. Nicely nickeled and polished. To introduce it, will mail one for 70 Cents in stamps or three for $2.00. Caliper Catologue free.
E. G. SMITH,
COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio. a

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

AN energetic, up-to-date, successful Hardware salesman; must be familiar with all modern methods of getting and retaining customers. A good chance for the right man. State age, experience, reference and wages wanted. CARLTON HARDWARE CO., Calumet, Mich. 25

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

SALESMAN of experience having an acquaintance with the Hardware and implement trade in States of New York, New Jersey and Pennsylvania, desiring a situation will please address M. S. L., office of HARDWARE, No. 143 Chambers Street, New York. 1

Situations Wanted.

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York. 33

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent as salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No. 143 Chambers Street, New York. 30

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill factory furnace work, etc. Address, GEORGE HERGET, care of Medart Paten Pulley Co., St. Louis, Mo. 26

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No 143 Chambers Street, New York. 27

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala. 17

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York. 18

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J. 22

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York. 11

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No 374 Webster Avenue, Jersey City, N. J 13

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York. 14

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City. 7

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, N. Y. 8

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York. 9

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York. 19

Digitized by Google

Situations Wanted.

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York. 28

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind. 5

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York. 6

Side Line Wanted.

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York. 40

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. 32

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York 20

Side Line Offered.

WANTED.—A salesman to sell martingale rings as side line on commission basis. Apply to Y. WOOYENO & Co., No. 540 Broadway, New York City.

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. 21

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O Box 195, Hoboken, N. J. 29

A Business Opportunity.

A GOOD opportunity for small investments, about $5000 of 7 per cent. preferred stock in small corporation doing a profitable business; shares $100 each. Business closely connected with iron and steel interests. Full particulars and references. Address, IRON & STEEL, care HARDWARE, No. 143 Chambers Street, New York. 42

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER Co., New York. 2

Hardware Business For Sale.

A GOOD well-established Hardware, clean stock and well located. Will invoice about $3000, bought while prices were low. Splendid opening for a good tin shop in connection with the store. Rent reasonable. Good reasons for selling. Population 7000. Address M. N., Box 322, Thomasville, Ga. 37

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City. 15

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis. 23

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York. 3

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER Co, Batavia, Ill a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. Co., Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER Co., Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product Address, H. O. P., P. O. Box 618, New York. 38

"HAS OUR ESTEEMED FAVOR."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

"HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [*Cutlery, Guns, etc.*]: We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING SLEIGH BELLS.

Our Sterling Sleigh Bells made from Copper, Steel, Nickel or Brass Plated are the best Sleigh Bells made that can be sold at prices we are offering them. Buy Sterling Brand and take no substitute. For sale by the wholesale Saddlery and Hardware trade.

N. N. HILL BRASS CO., East Hampton, Conn.

Perfection Ventilator



NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. CO.,
231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

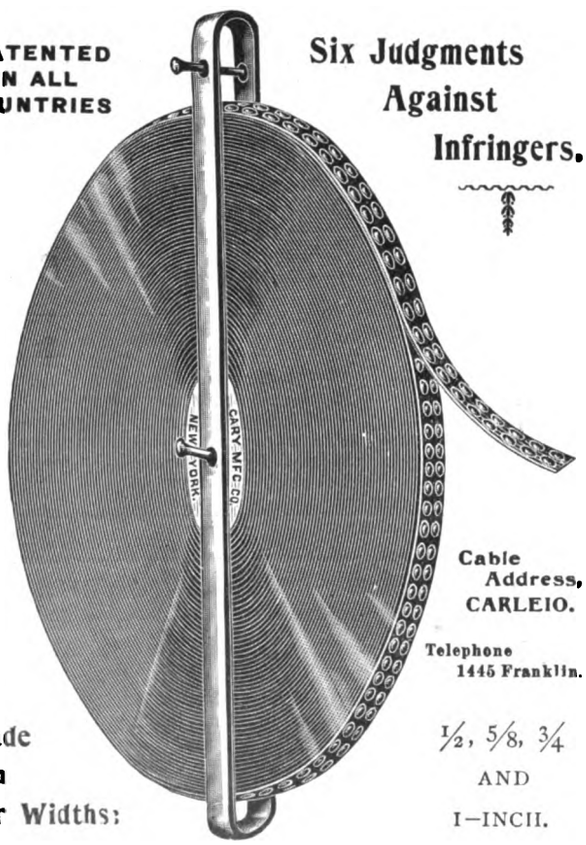
We make the largest line in the world. Send for samples and prices.
STANDARD CO., 33 Haverhill St., Boston, Mass., U.S.A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Made in Four Widths: ½, ⅝, ¾ AND 1—INCH.

Cable Address, CARLEIO.

Telephone 1445 Franklin.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

From "Hopkins' Handy Notes and Queries."

SHEET ZINC.

Zinc Gauge.	Stubs' Wire Gauge.	Weight per Sq. Foot.	Approximate Weight per Sheet. 24 x 84	26 x 84	28 x 84	30 x 84	32 x 84	34 x 84	36 x 84	40 x 84
		oz.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.
6	29	7	6⅛	6⅝	7⅛	7⅝	8¼	8¾	9¼	
7	28½	8	7	7⅝	8⅛	8⅝	9	9⅝	10⅛	
8	28	9	7⅞	8½	9¼	9⅞	10⅝	11⅜	11⅞	
9	27	10½	9¼	10	10¾	11½	12¼	13	13¾	
10	26	12	10½	11½	12	13	14	15	16	
11	25	13½	12	13	14	15	16	17	18	
12	24	15	13	14	15	16½	17½	18½	20	
13	23	17	15	16	17	18½	20	21	22	25
14	22	19	17	18	19½	21	22	23½	25	28
15	21	22	19	21	22½	24	25½	27	29	32
16	20	25	22	24	25½	27	29	31	33	36
17	19	28	25	27	29	31	33	35	37	41
18	18	31	27	30½	32	34	36	38	41	45
19	17	35	31	33	36	38	41	44	46	51
20	16	40	35	38	41	44	47	50	53	59

BAR AND SHEET LEAD.

WEIGHT IN POUNDS.

Thickness, or Diameter, or Side; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.	Thickness, or Diameter, or Side; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.
1/16	3.71	.02	.014	1 1/16	63.2	5.6	4.4
1/16	7.43	.079	.06	1 1/16	66.87	6.26	4.91
3/16	11.	.175	.136	1 3/16	70.51	6.98	5.5
1/4	14.08	.31	.245	1 1/4	74.35	7.74	6.1
5/16	18.05	.486	.38	1 5/16	78.65	8.55	6.73
3/8	22.02	.695	.549	1 3/8	81.76	9.38	7.38
7/16	26.	.948	.745	1 7/16	85.48	10.18	8.05
1/2	29.75	1.25	.975	1 1/2	89.28	11.	8.75
9/16	33.49	1.55	1.24	1 9/16	93.	12.05	9.50
5/8	37.18	1.95	1.51	1 5/8	96.78	13.15	10.25
11/16	40.87	2.33	1.85	1 11/16	100.5	14.15	11.06
3/4	44.58	2.8	2.2	1 3/4	104.1	15.18	11.88
13/16	48.28	3.28	2.58	1 13/16	107.8	16.30	12.76
7/8	52.12	3.8	2.98	1 7/8	112.3	17.45	13.66
15/16	56.05	4.35	3.41	1 15/16	116.	18.10	14.61
1	59.48	4.95	3.9	2	119.6	19.78	15.58

SHEET LEAD IS MADE TO WEIGH, PER SQUARE FOOT: 2½, 3, 3½, 4, 4½, 5, 6, 7, 8, 9, 10 pounds, and upwards.

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. 40&7½%

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. 30%
Packing House 30%

Ammunition—

CAPS, PERCUSSION—₩ 1000—
U. M. C. Co. and Hicks, trimmed edge 47 @ 50c
U. M. C. Co. and Hicks ground edge 47 @ 50c
F. L., Waterproof, 1-10 37 @ 40c
Musket, Waterproof, 1-10's 58 @ 60c
G. D 33 @ 35c

CARTRIDGES—
Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle 35%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal. 10&5%
Blank Cartridges, 32 cal. 10&5%
Primed Shells and Bul'ts 15&5%
B. B. Caps, Round Ball 25&10%
B.B. Caps, Con. Ball, Swgd 25&10%

PRIMERS—
Berdan Primers 10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers 10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50 20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 2o&5%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—
"New Club," Black Powder 40&5%
"Black Club," Black Powder 40&5%
"Smokeless" Nitro Powder 40&10&10&5%
"Acme," Dense Nitro Powder 40&10&10&5%
"Trap," Nitro Powder 40&10&10&5%

GUN WADS—₩ 1000—
B.E., 11 up .60c.. B.E., 9&10 .70c
B.E., 8 .80c.. B.E., 7 .80c
P.E., 11 up .1.00.. P.E., 9&10 .1.25
P.E., 8 .1.50.. P.E., 7 .1.50
20%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags ₩ bag $1.45
Drop Shot, sizes smaller than B, 5-lb bags, ₩ bag $ .35
Drop Shot, B and larger sizes, 25-lb bags, ₩ bag $1.70
Drop Shot, B and larger sizes, 5-lb bags, ₩ bag $ .40
Buck Shot, 25-lb bags, ₩ bag $1.70
Buck Shot, 5-lb bags, ₩ bag $ .40
Chilled Shot, 25-lb bags, ₩ bag $1.73
Chilled Shot, 5-lb bags ₩ bag $ .40
Dust Shot, 25-lb bags, ₩ bag $2.10
Dust Shot, 5-lb bags, ₩ bag $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1lb each .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1lb each .25
F, FF, FFF, in canisters of ½lb each .15
F, FF, FFF, in canisters of ¼lb each .12

KEG POWDER—
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25lb each 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½lb each 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼lb each 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25lb each 5.00
Nos. 1, and 2, in ½ kegs of 12½lb each 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25lb each 4.00
F, FF, FFF, in ½ kegs of 12½ each 2.25
F, FF, FFF, in ¼ kegs of 6¼lb each 1.25
Meal Powder, In kegs of 25lb each 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25lb each 2.25
Blasting and Mining "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25lb each
Fourth of July Powder, In kegs of 25lb each
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb $3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder $22.00
Half Kegs, equal in bulk to 12½ lb Black Powder 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder 5.75
Canisters, equal in bulk to 1 lb Black Powder 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success ₩ doz. $3.80
Galien Safety ₩ doz. $3.75
Hartman's Pivot ₩ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye ₩ doz. $3.25
Western ₩ doz. $3.75

Anti-Rattlers—

Fernald, Wire ₩ doz. pairs .75
Burton's, No. 2 ₩ doz. pairs .75
Burton's, with bolt holder, No. 1 ₩ doz. pairs $1.00
Kohler's:
Invisible, No. 3 ₩ gro. $6.00
Perfect, No. 2 ₩ gro. $7.00
Bolt Holder, No. 1 ₩ gro. $9.00

Anvils—

American "Horse-Shoe" 9¼@9¾c
Armitage's Mouse Hole 8¾@9¼c
Eagle Anvils, ₩ lb 9c 15@15&5%
Hay-Budden, Wrought 8½@8¾c
Peter Wright's 9¾@10¼c
Samson 4½&10%
Trenton 8½@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise 40%
Holt's 40@40&10%
Millers Falls (with drill) $18.00 .20%

Augers and Bits—

Boring Machine 70@70&5%
Common Auger Bits 70@70&5%
Cook's N. H. Copper Co 60%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30. 50&10@60%
Nobles Double Spur, No. 32 70%
No. 10 Extension Lip 40@40&10%
No. 10 Extension Lip pattern car bit 40@40&10%
Pat. Car Bits, No. 10 40%
Pat. Car Bits No. 30 50&10@60%
Ring Augers 70%
Pugh's Black 20%
Jennings' Pattern 60&10&10@70%
Snell's Car Bits 60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 25&10%
Douglass' 33⅓@33⅓&10%
Ives 33⅓@33⅓&10%
Millers Falls, Goodell 15&7½&10%
Universal, each $4.50 20%

EXPANSIVE BITS—
C. E. Jennings & Co 33⅓%
Clark's small, $18.00 50&10@60%
Clarks' Large, $26.00 50&10@60%
Ives' Model, ₩ doz. $60 50@50&10%
Swan's 40@40&10%

DOUBLE CUT GIMLET BITS—
Common ₩ gro. $2.75@$3.25
Diamond ₩ doz. $1.25 40&10%
Douglass' 40&10@50%
C. E. Jenning & Co 50%
Ladds' 70%
Shepardson's 45&10@50&10%
Snell's: 50@50&10%
Snell's Bell Hangers 60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood 40% for metal, 60%
Cleveland Wood Bits for Brace 50&5%
Detroit 60@70%
K. & F 60&10&10&5%
Morse 60&10&10%
Syracuse, for wood 40%

TWIST DRILLS—
Cleveland 60&10%
K. & F. Straight Shank 60&10%
Morse Straight Shank 60%
New Process 60&10%
Standard 60&10%
Syracuse 60&10%
W. & B. Diamond 60&5@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—
L'Hommedieu's 15&10@15&10&5%
Snell's 30&10@40%
Watrous' 40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, ₩ gr $3 00@$3.25
H'ld Scratch ₩ gr $3.50@$4.00
Pat. Peg ₩ gr 33@35c
Sewing, Com ₩ gro., 85c@$1.00
Should. Peg ₩ gr $1.35@$1.45
Shouldered Brad. ₩ gr $1.50@$1.65
Socket Scratch ₩ doz $1.00@$1.10
Stanley Rule & Level Handled Brad 40&10%
Patent Pegging 50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ₩ doz. $7.50; No. 20, ₩ doz. $10 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50 70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ₩ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50 40&10%

Axes—

First quality, best brands. $5.00@$5.25
First quality, other " $4.50@$4.75
Beveled add 50c ₩ doz.

HATCHETS—
Collins
Findlay Axe & Tool Co 50@60&10%
Hunt's, Underhill's or Blood's 40&12½@50%
Peck's:
Champion Blade 45%
Empire Brand 50&10%
Fayette R. Plumb:
Broad, New List 40&7½%
Lathing 40&12½%
Shingling 40&12½%
Warehouse 40&12½%
Vulcan Tool Co 50%
D. Simmons & Co.:
Broad 50&5%
Shingling and Claw 50&5%
Lath, Hunters' etc 50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box .15
2-lb box .25
10-lb pail $1.20
25-lb keg $2.75
50-lb keg $5.00

Balances—

Chatillon's:
Light 50¢
Circular Balances 50&10%
Straight Balances 40&10%
Large Dial 35¢
Circular Spring Balances 50&10@60%
Common 24 lb. ₩ doz. 80c net.

Barn Door Hangers—

See Hangers.

Barrel Drainers—

Natioual 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 25@30%
Tinned, each, $7.50 25@30%

Bells—

HAND—
Extra Heavy Brass 65&10%
Light Brass 70&10%
Globe (Cone's Patent) 40@40&10%
Silver Chime 40@40&10%
White Metal 70%

DOOR—
Crank, Cone's 10%
Gong, Abbe's 40@40&10%
Gong, Barton's 40&10@50%
Gong, Yankee 55&10%
Lever, R. & E. Mfg. Co.'s 60@60&10%
Multi-Stroke 50%
New Departure 45@50%

COW—
Com'n Wrought 60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List 75%
Texas Star 50&10%
Western, Sargent's list 75%

Bellows—

Blacksmith's 70@70&10%
Hand 50&5@50&10%
Moulders 50&5@50&10%

Belting, Rubber—

Boston Belting Co.;
"Boston" 50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye 60&10%
Shield High Grade 50&10%
War. 2 XL 40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra.....60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—
Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $8; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—
White Sisal, ₩ ℔.....9½c
Standard ₩ ℔.....9½c
Manila, ₩ ℔.....10¼c
Pure Manila, ₩ ℔.....11 c

Bit Holders—
Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives'₩ doz. $30.00.60&10@60&10&5%

Bit Stock Drills—
See Augers and Bits.

Blind Adjusters—
Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Unique.....33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—
Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....65&10%
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50&10%

Blind Hinges—
See Hinges.

Blocks—
Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%

Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—
DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c..60& 10&5@70%
Cast Iron Chain.....50&10@60%
Cast Iron Shutter Bolts...60&10&10%
Ives' Patent Door Bolts...65@65&10%
Wrought Barrel.....70&5%
Wrought Square.....66⅔%
Wrought Shutter, Standard list.. 50&10%
Wr't Sunk Flush, Sargent's list. 50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%

CARRIAGE, MACHINE, &C.—
Bolt Ends.....60&10%
Machine.....60&10%
Carriage, Common.....60%
Norway Iron, list Oct '84.....75&10%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%

TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96, 67½%
Bay State, Fluted.....67½%
Eagle Phila., list Feb. 26, '96.....80%
Norway, Phila., list Feb. 26, '96.75%
Common, list Feb. 28, '83.....67½%
Norway, Phila.....75%
R. B. & W., list Oct. 16, '84.....70%

STOVE AND PLOW—
Plow.....70%
R. B. & W., Plow.....65%
Stove.....67½%

MISCELLANEOUS—
Sink.....67½%

Bone Mills—
Enterprise.....25@30%

Borers, Bung—
Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—
Common and Ring.....20&10@35%
Enterprise.....25&5 0%
Ives'.....33⅓&5%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	3.00
Millers Falls.....	7.50	15&10%
Snell's, Rice's Pat.	2,50	$2.75

Bow Pins—
1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—
Heller's.....40&5%

Box Strapping—
Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—
Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....50&10&5%

Brackets—
Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.40&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—
Millers Falls Co.....25%

Bracket Sets—
Millers Falls Co.....33⅓%

Brazers—
National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers $34.80
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—
Standard. New list.....80%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—
See Hooks.

Butcher's Cleavers—
Bradley's.....25@30%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....35%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....25%
C. E. Jennings & Co.....30%

Butter and Cheese Triers—
Ordinary Black Handle.....25%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '98..25& 10@25&10&5%

CAST IRON—
Loose Joint.....75%
Loose Joint, Japanned.....75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts..50&10%
Bronzed, Narrow.....50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 70&10@70&5%

Calipers—
See Compasses, Dividers, etc.

Can Openers—
American.....₩ gross $1.75@$1.90
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors...₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—
Cotton.....20@25%
Horse and Curry.....30@25%
Wool.....20@25%

Carpet Stretchers—
Montross' "Excelsior," $6.00 ₩ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—
Bissell Carpet Sweeper Co:
Cyco-Bearing:
Amer. Queen.....₩ doz. $27.00
Crystal.....₩ doz. $36.00
Gold Medal.....₩ doz. $24.00
Grand.....₩ doz. $36.00
Grand Rapids.....₩ doz. $22.00
Hall.....₩ doz. $60.00
Prize.....₩ doz. $24.00
Premier.....₩ doz. $24.00
Superior.....₩ doz. $24.00
Welcome.....₩ doz $24.00
Hotel.....₩ doz $54.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—
Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—
"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Fiend No. 1.....$15.00
Ladies' Friend No. 2.....$16 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Aotion, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....60&10&5@70%
Bracket Bed.....60@60&5%
Deep Socket.....60@60& 0%
French or Phila.....60@60&10%
Globe Wheel.....65@65&10%
Martin's Patent (Phœnix).50&10@60%
Plate.....60&10 &5@70%
Socket Truck Casters.....50@50&10%
Stationary Truck Casters.....50&10%
Store Truck.....50@55%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—
Humason, Beckley & Co.'s 70&10@ 70&10&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10@70&10&10%

COW TIES—
American.....60&10%
Covert Mfg. Co.:
Jute.....45&2½%
Manilla.....45&2½%
Sisal.....45&2½%
Triumph.....45&2½%

Cements—
National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9.88
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.00
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.00

Chain—
American Proof Coil, in 1000-℔ lots.

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$7.75	6.00	5.00	4.25	4.10	4.00	3.80	3.70

Bridgeport Chain Co.:
Brown, Coil.....60&10&5%
Brown, Halter.....60&10&5%
Monarch, Sash.....60%
Triumph, Coil.....60&5%
Triumph, Halter.....60&5%
Covert Mfg. Co. Chains.....45%
Covert Mfg. Co. Halter Chain..45&2%
Covert Mfg. Co. Heel Chain..45&2%
Galvanized Pump Chain, with Buckets.....5c
German Coil, list July 24, '97..60&10 @60&1 &10%
German Halter Chair, list July 24, '97.....60&10@60&1 &10%
Jack Chain, Iron.....70%
Jack Chain, Brass.....50&10@60%
Oneida Halter Chain.....60@60&10%
Trace, Wagon and Fancy Chains. New List.....60%

Chain Guards—
Aluminum S. & N. Co.....60%

Cherry Stoners—
Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&5%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&5%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to 2
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to 2
Tanged Firmers'.....40&10@50%

COLD CHISELS—
Good quality, ₩ ℔.....14c@1
Snell's Best C. S.....50&10%

Chucks—
Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...35%
Syracuse, Balz Pat.....30%
Skinner's Pat. Dril Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—
Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....30%
Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10 @50&10%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's.. 50&10@50&10&5%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.00
Star Shank.....₩ doz. $3.75
Star Socket.....₩ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $8.75...15%

TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%

Digitized by Google

Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....33⅓%
Waddell's New Box Mills, Idea10% Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks -
Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Elton's. List Nov. 20,'96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$25.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....25%
Norton.....40@50%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....35%
Torrey's Rod, 39 in, ₩ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&1 & 2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Wairous.....30&10@40%
L. & I. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No, 12, ₩ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $85.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.75
Dover, No. 10.....₩ gro. $4.25
Dover, Steel Handle No. 10, ₩ gro.....$6.25
Dover, Extra Heavy, No. 15, ₩ gro.....$14.00
Rival.....₩ gro., $10.00

Electrical Supplies—
Alarm Clocks, Electric.$2.00 each.
Annunciators.....$1.50 ₩ drop.
Batteries, Leclanche.....60c. each.
Batteries, Carbon.....60c. each.
Batteries, Medical.....$3.50 each.
Batteries, Dry.....50c. each.
Bells, Electric, 2½.....50c. each.
Call Bell Outfit, Electric..$2.00 ea.
Desk Pushes Electric....30c. each.
Door Springs, Electric...24c. each.
Early Risers' Set, Electric.$3.50 ea.
Floor Pushes, Electric...6 c. each.
Gas Burners, Electric...5 c. each.
Gravity Batteries.....$1.00 each.
Hydrometers.....75c. each.
Incandescent Lamps....40c. each.
Induction Coils, Telephone.60c. ea.
Lead Covered Wire No. 18, No. 16, No. 14
Magnetos, Telephone...$7.00 each.
Push Buttons, Bronze....20c. each.
Push Buttons, Wood....10c. each.
Sal Ammoniac.....18c. ₩ lb.
Switches, 1 pt.....20c. each.
Switches, 2 pt.....24c. each.
Switches, 3 pt.....28c. each.
Spark Coils, 8 pt.....$2.00 each.
Spark Coils, 10 pt.....$2.40 each.
Spark Coils, 12 pt.....$2.80 each.
Tape, Insulating.....80c. ₩ lb.
Tube, Speaking..$21.00 ₩ 1,000 ft.
Whistles, Speaking Tube, N. P., 2.00 ₩ doz.
Whistles, Speaking Tube, Porcelain.....75c ₩ doz.
Wire Winders.....$10.00 each.
Window Springs, Electric.24c. ea.
Yale Lock Switch, Electric, $2.50 each.
Zincs, Leclanche.....40c. each.
Discount 50%

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, CF FF.
Kegs, ₩ lb..4½c	5c	3c	
½ kegs, ₩ lb.4½c	5½c	3½c	
¼ kegs, ₩ lb. 5c	5½c	3½c	
10 lb cans, 10 in case.... 6c	6½c	5½c	
10 lb cans, less than 10.. 10c	10c	8c	

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$35.22
No 4- High Pressure Double Walled.....$19.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz., $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...80@80&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:

A 1, $4.00	No. 2, $2.50	No. 3, $1.50	No. 4, $1.00 ₩ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&15%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft..$2.60
Common Cotton Fuse, ₩ 1000 ft.$2.90
Single Taped Fuse....₩ 1000 ft.$3.50
Double Taped Fuse...₩ 1000 ft.$4.70
Triple Taped Fuse....₩ 1000 ft.$5.70
White Gutta Percha Fuse, ₩ 1000 ft.$5.20

Gas Burners, Self-Lighting—
Gem.....₩ doz. $2.50
In lots of 3 doz.....₩ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch.....35&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₩ gr. $1.50
Assorted 2 and 3.....₩ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₩ gr. $3.00
Assorted 2 and 3.....₩ gr. $3.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co. Handled Claw.....40&10% Machinists'.....60&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....60%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10@60%
Warner & Nobles New List..25&10%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₩ lb 40c } 3 to 5 lb.....₩ lb 35c } 30@30&5%
Over 5 lb.....₩ lb 30c }
Heavy Weights.....30@30&10%
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.50

60&10@70%

Digitized by Google

Drawer Handles....90%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....60&10@66⅔%
Japanned, with Nuts....$1.62
Japanned, with Plate....$1.10
Japanned, without Plate....88c

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....60&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60&10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3¾....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Diston's Cross-cut....50%
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&2½
Barn Door, old pattern....60&10@60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00 75%
Cronk's Steel cov'd Loose Axle, 70%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60&10%
Covered....60&10%
No. 50....60&5%
New Model....40&5%
Parlor, Standard....40&10%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&10%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 ₩ doz....40&10%
Wrought....85&10&5@90c
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Corn, and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....$6.00
Wadsworth's....40&5@40&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate....} 70&10%
Rolled Raised....}
Plate Hinges "Providence" 6 to 12 in. ₩ lb., 5c. 14 to 36 in. ₩ lb., 4c.
Screw Hook and Strap. { 6 to 12 in., ₩ lb.. 3½@3½c; 14 to 20 in., ₩ lb.. 3@3½c; 22 to 36 in., ₩ lb.. 2¾@3c

STRAP AND T HINGES—
Light Strap Hinges....70@70&10%
Heavy Strap Hinges....70&10@70&10&10%
Light T Hinges....60&5@60&10&5%
Heavy T Hinges....66⅔@66⅔&10%
Extra Heavy T Hinges...70@70&10%
Long Chest Hinges....50@50&10%
Hinge Hasps....50@50&10%
Crate Hasps....50@50&10%
Crate Hinges....70@70&10%

SPRING HINGES—
Bommer's....40%
Bardsley's Patent Checking....15%
Chicago....30%
Champion....60%
Keil's American....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$13.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acme....30&5%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....30%
Gem....33⅓%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....70@70&10&5%
N. E....₩ doz $7.80....60@60&10%
N. E. Reversible....₩ doz $5.60 60@60&10%
N. Y. State..₩ doz $4.20..60@60&10%
Shepard's Nos. 1, 2, 3.60&10@60&10&5%
Western, ₩ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....80&10%
Mortise Gravity....50%
Nos. 1, 3, 5....80&10%
Nos. 40 and 50....80%
Huffer....50&10@50&10&10%
Parker....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 13. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....80&10%
Champion Gravity Locking, No. 75....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103....80%
Niagara Gravity Locking, Nos. 1, 3 and 5....80&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10....80&10&5%
Stenger's Positive Locking....75%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ₩ doz. $3.50 net
Crescent Cultivator, 7 in. ₩ doz. $3.75 net
Crescent Double-Bit ₩ doz. $3.75 net
Crucible Cut-Easy..₩ doz. $4.50 net
Cotton....80&7½%
Dunlap's Boys', Ladies', Toy....80%
Garden....80%
Ladies' and Boys'....80&5%
Mortar....75&25%
Iowa Crucible Socket....75&10%
Magic....₩ doz $4.00
Mattock Hoe....₩ doz. $3.75 net
Planter's....80&15%
Texas Cut-Easy....₩ doz. $4.25 net
Warren Hoe....60&10%
Weeding....75&5%

RYE—
American Axe & Tool Co....70%
Grub....75@75&10%
Lane's:
Crescent Planters Pat....45&5%
Razor Blade, Scovil Pat....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil....30@30%

Hog Rings and Ringers—

Hill's:
Rings....₩ gr. boxes..$3.00@3.25
Ringers....₩ doz. 50@55c
Kohlers, Horse Nail, Ringers. ₩ gro. $9.00
Perfect Rings....₩ gro. $7.00@$7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10@70%
Unground....70&5@75%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....62½@65%
Maslin Kettles....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75&15%
Manure....50&50&10%
Iowa F. T. Co.'s Clam....70&10%

BUSH—
Jennings & Griffin's....40&10%
Light ₩ doz. $5.00; Medium ₩ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....80%
Hammock Hooks, E. C. Stearns, ₩ doz....60c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80&10%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....70&10%
Hooks and Eyes—Mal. Iron....75%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10
A. C.	25c	23c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c....net
Ausable....23c 23c 25c 24c 23c. 40&10&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 23c 21c. 21c 40%
Capewell...19c 18c 17c 16c 15c..10&5%
Champlain..23c 23c 25c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 15c 15c 14c. 30&10&5%
Essex....23c 23c 25c 24c 23c. 40&10@50%
Lyra, all sizes....9½c., net
Maud S....25c 23c 23c 21c. 21c 50&10&5%
Neponset....40%
Northw't'n. 25c 25c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phœnix and Burden's, from jobb's..$3.15@3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.50
Perkins Improved Snow....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....60&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No. 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools....₩ doz. $4.00
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00... 25@30%
No. 34....₩ doz. $15.00.25@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50...20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hemacite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel....₩ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98. 40%

Digitized by Google

Latches—

Cronk's Sliding Door....60%
Lane's Barn Door....40%

Lawn Mowers—

Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A., (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:

12 in.	14 in.	16 in.
$4.00	$6.25	$6.50 each net

Pennsylvania....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.
$15.00	$17.00	$19.00	$21.00 each. 60%

Rapid Transit....70&10&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—

Enterprise....25&30%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

	No. 1,	No. 2,	No. 3,
₩ doz.	$12.00	$15.00	$24.00..35%

Leaders—

Covert Mfg. Co. Cattle....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ ℔ 6¾c
" " cut lengths ...₩ ℔ 7¼c
Lead Pipe, Tin Lined....₩ ℔ 12½c
Block Tin Pipe....₩ ℔ 37½c
Sheet Lead, full rolls....₩ ℔ 7¾c
" " cut rolls....₩ ℔ 8¾c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon....25&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's. 50%
Cotton Chalk, 30 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 6....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co....net prices
Champion Night Latches....40%
Norwalk Lock Co....60%
Plate....33⅓%
R. & E. Mfg. Co....60@60&10%
Reading Hdw. Co....60%
Sargent & Co....60&10%
Yale....net prices

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00....40%
Ames Sword Co....40%
Champion....40%
Eagle....40%
Scandinavian....90&25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices

TRUNK—

Corbin's....25%
Eagle....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—

Cronk's Garden....33⅓%
Regular Goods....60&10

Meat Cutters—

American....30%

Nos....	1	2	3	4	B	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's....₩ doz 33⅓%

Nos....	1	2	3	4
	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.50	$5	$4	$6

Hales Pattern ₩ doz....70@70&5%

Nos....	11	13	13
	$27	$33	$45

Home No. 1..₩ doz $26....60%
Little Giant....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$88

Miles' Challenge ₩ doz...45@45&10%

Nos....	1	2	3
	$22	$30	$40

Woodruff's ₩ doz....33⅓%

Nos....	100	150
	$15	$18

Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name....₩ ℔..15c
Mystic....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat....₩ doz $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz. $12.00

Motors—

COFFEE MILL—

Specialty Novelty Co....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, Dec 1, 1898....85@85&5%

PICTURE—

Brass Head. Combination list, 50& 10%
Brass Head, Sargent's list, 70&10@ 70&10&5%
Niles' Patent....40%
Porcelain Head, Comb'n list, 40&10%
Porcelain Head, Sargent's list, 50& 10%

FURNITURE—

Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—

Black Hawk, per doz....$9.00
Eclipse....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz $18.00, 20%
National....₩ doz. $24.00, 40%
Pelican....₩ doz $9.00, 40@40&10%
Scranton No. 2....₩ doz. $10.00
Scranton No. 3....₩ doz. $9.00

Nail Sets—

Buck Bros....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's....50&10%
Hunters' Cup Point Knurled....₩ gro. $10.00
Hunters' Cup Point, Plain....₩ gro. $9.00
Octagon....₩ gro. $4.00@$4.75
Round, assorted....₩ gr. $3.00@3.25
Square....₩ gr. $4.00@$4.25
Snell's, Knurled....50&10%

Nippers—

Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $35.00 20%
Turner & Seymour Mfg. Co....50%

Nuts—

Cold Punched, Square, off list. $5.00
Hex, off list....$5.00
Hot Pressed, Square, off list..$5.20
Hex, off list....$5.60

Oilers—

Brass and Copper....50&10%
Cushman & Denison's:
Gem....₩ doz. .50
Leader....₩ doz. .60
Perfect Oilers....₩ doz. $1.50
Star Pocket Oilers....₩ doz. .75
Draper's:
Brass....70&10%
Steel....70&10%
Malleable. Hammers, New Style, 10&t@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@30%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ ℔....60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ ℔....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ ℔....34
" 2x2x½, extra selected..40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston"....60&5%
"Excelsior" Self-Vulcanizing, Pure per ℔ 70c....30&5%
Extra....60&5@30&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing....9c@10c ₩ ℔
Cotton Packing....13c@14c ₩ ℔
Italian Packing....11c@12c ₩ ℔
Jute....5½c@5½c ₩ ℔
Russian Packing...12½c@13½c ₩ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance....₩ doz $4.50
Baldwin....₩ doz 5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1893....each 16.00
Family Bay State....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star....₩ doz 4.00
New Lightning....₩ doz 5.50
Penn....₩ doz 3.75
Perfection....₩ doz 4.00
Reading, 72....₩ doz 4.00
Reading, 78....₩ doz 7.00
Scott's Pat. Rotary. ₩ doz $15.00, 20%
Turntable, Old Style....₩ doz 4.50
Turntable, 1898....₩ doz 5.00
White Mountain....₩ doz 4.00

POTATO—

Saratoga....₩ doz 5.50
White Mountain....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead....₩ gro. 4.00@7.50
Lead....₩ gro. 2.18@4.38
Lumber....₩ gro. 6.87
Mascot, Hexagon....₩ gro. 3.75
Mascot, Round....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co....50&10%
Molding....40&5%

IRON PLANES—

Chaplin's Iron Planes....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's....60%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&10%
Miscellaneous....35&10%
Steer s Iron Planes....50&10%

PLANE IRONS—

Auburn "Thistle"....
Ohio....
Sandusky....
} 30&10@40%
Buck Bros....30%
Butcher's....$5.00@$5.25 to $
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & L. J. White....30&5@35%

Pliers and Nippers—

Button's....70%
Carew's Pat. Wire Cutters....35%
Cronk's:
Button Pattern....70@70&10%
Fencing Pliers, ₩ doz. $12.00...35%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers....70%
Humason & Beckley Mfg. Co. 50@50 &10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz $13.00 30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's....40&10&10%
Davis':
Inclinometers....30%
Iron Levels....35&10%
Disston's....70%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Wood's Extension Sight....33⅓%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's....35%

Polish, Metal—

Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—

Dixon's Plumbago....₩ ℔ 8c
Joseph Dixon's....₩ gro $5.75, 10%
Gem....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
} 10@15%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ₩ doz. $34.00....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25....₩ doz. $10.00
Invincible, No. 6....₩ doz. $ 9.00
Pioneer, No. 714....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49....₩ doz. $12.00
New Champion, No. 37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's....₩ doz., $30.00, 25%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's:
Pruning Shears.....[illegible]0&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 53.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10@30%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 35&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods, 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 522, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:
Small. Med. Large
Per 100 feet..$1.60 2.00 2.50
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style.....₱ foot, 2 c
Competition.....₱ foot, 2½c
Double Braced.....₱ foot, 2¾c
Lanes' O. N.T.....₱ 100 ft. $2.40
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 2c
Sliding Door, Wr't Brass, 1½ n. ₱ ₱, 35c.....30&10%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot. 60&10&2½%

Rakes—
Cronk's:
Wrist Steel Garden.....70%
Wrist Steel Lawn.....70%
Cast Steel, association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $2.85@$3 00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....40%
White Japanned.....80%
Bronze-plate.....40%
Electro-plated.....40%
Nickel plated.....40%
White Porcelain.....80%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40@40&10%
Hose with burrs.....40@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....60%
Thousand, in bulk.....60%
Thousand, in papers.....60%
Coopers, in bulk.....60%
Block, and Carriage, in papers.60%
Hame.....60%
Belt with burrs, tinned or copered.....60%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Barn Door, Sargent's list..60&10& 10@70%
Cronk's:
Acme Barn Door.....50%
Adjustable Stay.....70%
Screw Stay.....50%

Rope
Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5½@ 6c
Manila:
7-16 in. and larger..₱ ℔ 10@10½c
⅜ in.....₱ ℔ 10½@11c
¼ and 5-16 in.....₱ ℔ 1.@ ½c
Hay Rope, Med.....₱ ℔ 10c
Sisal:
7-16 in. and larger....₱ ℔ 8½@9½c
⅜ in.....₱ ℔ ...9¼@9c
¼ and 5-16 in.....₱ ℔ 9¼@9½c
Med. L'th Y'rn.....₱ ℔ ...9¼@9c
Hay Rope.....₱ ℔ 8½@ ½c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%

Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₱ ℔ 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ℔ 16@18c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 30c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
United States:
B Quality.....₱ ℔, 18c
C Quality.....₱ ℔, 16½c
White Cotton, Hard Braided, ₱ ℔.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety.....70&10&5%
Davis, Bronze. Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's.....70&10%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....62½%
Bronze M. Knob.....62½%
Wrought Bronze and Brass....60%
Cast Iron.....66⅔%
Cast Bronze and Brass.....65%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Butcher, Pruning and Compass.....40&10%
Circular.....50@50&10%
Cross Cut.....40%
Gang.....50@50&10%
Hand, Panel and Rip.....40&10%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 1¼ in. wide.....60%
Band ¼ in. to 1¼ in.....70%
Cross Cuts.....50%
Narrow Pines Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....3 %
Wood Saw Blades.....4 %
Wood Saw Rods.....25%
Hand Saws, Nos 12, 99, 9, 16, D100, 108, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½ 3, 1, 0, 00, Combination.....30%
Compass, Keykole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D3 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2.....50&10%
Scale Beams, List Jan. 12, '98.40&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.05

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 8, $12.50%
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓&
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....77½&10%
Brass, Round Head.....72½&10%
Bronze, Flat Head.....72½&
Bronze, Round Head.....70%
Coppered, Flat Head.....75&10%
Coppered, Round Head.....72½&
Drive Screws, Diamond Point 82½&
Iron, Bright Flat Head.....82½&
Iron, Br't R'd & Oval Head.....80
Nickel Plated, Iron Flat Head..72½&
Nickel Plated, Iron R'd Head..72½&
Silver Plated, Iron Flat Head..72½&
Silver Plated, Iron R'd Head..72½&

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....80%
Hand Rail.....80%
Lag Screws. List Jan. 30, 1895.
Common Point.....70&15%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $2.75; 1½, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set.....$2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₩ doz. $3.75
Clauss:
Nickel.....60%
Japanned.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M.W. Co., list July, 1882.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade. No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2d Grade
Plain Back...	$9.30	$8.40
Strap Back....	8.10	7.80
Cleveland Pat'n	9.00	8.10
	C3, 3d Grade	D4, 4th Grade
Plain Back...	$7.50	$5.90
Strap Back....	6.90	6.30
Cleveland Pat.n	7.20	6.60

All other sizes add 30c doz. Black deduct 30c doz.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

Diston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 28x6, 30x9.55%
Kraut Cutters, 36x12, 40x 2.....40%
Enterprise.....2@ 0%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.0 @$27 00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓&
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros. 40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher.....50%
Table.....50%
Kitchen.....5 %

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .90&10@90&15%
Carpet Tacks:
American, Blued....90&20@90&25%
American, Tinned...90&20@90&25%
Swedes Iron Tacks:
S. S.....90&20@90&35%
Bill Posters' and Railroad Tacks:
S. S.....90&20@90&50%
Common and Patent Brads..70&10%
Finishing Nails.....80@80&5%
Gimp Tacks:
S. S.....90&35@90&40%
Hungarian Nails, Steel.....80&25%
Lace Tacks.....
S. S.....85&15%
Looking Glass Tacks.....75%
Trimmers' Tacks:
S. S.....90&30%
Trunk and Clout Nails:
Steel, Black.....80@80&10%
Steel, Tinned.....80@80&10%
Upholsterers' Tacks:
S. S.....90&30@90&40%

MISCELLANEOUS—
Bill Nye Brad Box.....₩ box $4.00
Bill Nye, Jr., Brad Box..₩ box $2.00
Dble. Point.....90&20@90&10%
Miniature Keg Tacks.....66⅔&33⅓%
Parisian Gilt Nails, carton.....40%
Plymouth Rock Tacks....66⅔&33⅓%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case.....25@2 &10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@6 &10%
Pipe, ⅛ to 1½.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.: IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓&
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1887.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓&
Preatiss'.....30@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.00
Comb. Car., Wood Track....$3.00
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.50
D. H. Fork, Steel Regular, e'ch .75
Double Grapple Fork, each...$3.25
Double Rail Steel Track complete with clamps, ₩ ft..... .09
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$1.85
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.60
Floor Hooks, ¾ in. ₩ doz. .65
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .50
Hanging Hooks for Single Steel Track, ₩ doz..... .50
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .45
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .5
Malleable Frame K. P. Pulleys, Figs. 380 and 381 ₩ doz.$3.00

Digitized by Google

Malleable Rafter Brackets, ₩ doz. .35
Nellis Fork, each. $1.50
New Departure Sling Complete, Steel or Wood Track, (includes four sling ropes). $12.00
New Myers Iron Rod Car. $2.75
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz. $2.25
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track $3.25
Rope Hitch, ₩ doz. $1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft. .09
Sprouts Shear Fork, each. $1.40
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz. $1.50
Sure Grip Sling Car., Steel or Wood Track $6.00
Walker Fork, each. $1.15
Wrought Rafter Brackets, ₩ doz. .45

Transom Lifters—

Ajax. 50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent 70@70 &10%
Dicksons. 60%
Nickel Plated. 50&10%
Payson's Solid Grip, Nos. 303 and 304. ₩ 100, $12.00
Shaw's:
Copper Finished. 80&10%
Lever. 70@70&10%

Traps—

GAME—

Blake's Patent. 60@60&10%
Enterprise Mole. 15%
Newhouse. 50@50&10%
Oneida Pattern. 75&5@75&10%

MOUSE AND RAT—

Erie Rat. 40@40&10%
Hotchkiss:
Metallic Mouse, ₩ doz. 65c
Improved Rat. ₩ gross, $12.50
New Rat. ₩ gross, $12.50
Mouse, Bonanza. ₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ dz $2.50, 15%
Mouse, Delusion. 40%
Mouse, Ideal. ₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz. $15.00
Yankee Mouse Trap, ₩ doz. $5.50
Yankee Rat Trap, ₩ doz. $11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole. ₩ gro., $4.00
Snap Shot, 4-Hole. ₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25. ₩ gr. $13.50
Electric Rod. ₩ gr. $16.50
Globe. ₩ doz., $1.25; ₩ gr. $13.50
Harper. ₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick. 30%
Disston's:
Brick and Pointing. 30%
Plastering. 25%
"Standard Brand" and Garden. 40%
C. E. Jennings & Co.:
Brick. 30%
Plastering. 25%
Pointing. 30%
Wm. Johnson's:
Brick. 40%
Plastering. 40%
Pointing. 40%
W. & McP. Plastering. 25@25&10%
Peace's Plastering. 25@25&5%
Richardson. 25@25&10%
"Rose" Brick Plastering and Moulders. 30@30& 10%
Sargent's Garden, No. 1. 70%
Sargent's Garden, No. 15. 50%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Vises—

Solid Box. 60&10
V. W. & W. 60%

PARALLEL—

Armstrong's:
Combination. 50%
Plain and Hinge. 60%
Athol, Oval Slide. 60&10%
Bonney's Champion. 50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's. 40@40&10%
Howard's. 40&10%
Little Giant Bench. 35&10&5%
Lowell Hand. 33⅓%
Millers Falls, Mechanics'. net@10%
Millers Falls:
Oval Slide. 50&10@50&10&10%
Ball Clamp. 45@45&10%
Gravity. 10% net
Hand. 15@15&10%
Moore's. 20%
Parker's. 20@25%
Oval Slide. 50&10%
Victor. 30%
Prentiss. 20@25%
Sargents. 70&10%
Simpson's Adjustable. 40%
Stephens'. 25@30%
Trenton. 40&5@40&10%
V. W. & W. Parallel. 40&10%
Coach Makers. 4 &10%
Oval Slide. 50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00. 50&10%
Cincinnati. 50%
Stearn's Com., No. 0, 1, 2, and 3. 50%
Stearn's Rubber Jaw, Nos. 10 and 33. 33⅓%
Wentworth's. 40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No. 1 High Pressure Hot Air Vulcanizers. $ 8.00
No. 2 High Pressure Hot Water Vulcanizers. 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel. 45&2%
Lane's Steel. 30%

Washer Cutters—

Otis A. Smith's. 20&10&10%

Weed Extractors—

"Pastime". ₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co. 40%
Clayton's. 35&10%

Window Stop Adjusters—

Ives' New List. 40%
Taplin's "Perfection". 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire. net@5%
Bright Wire Goods, New list. 80@80&10%
Cast Steel Wire. 50%
Copper Wire. net
Malin's Annealed and Tinned on Spools. 60&10%
Malin's Brass and Copper on Spools. 50%
Market Wire:
Brt. & Ann., Nos. 6 to 16. 70@70&5%
Cop'd, Nos. 6 to 16. 67½@67½&5%
Galv., Nos. 6 to 16. 67½@67½&5%
Tin'd, Tinned list Nos. 0 to 18. 70@70&5%
In stones Bright or Ann'd. Nos. 19 to 26. 72½@75%
Bright or Annealed Nos. 27 to 36. 75@75&10%
Picture Wire. New list 75&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ ℔. 60@70c
Stub's Steel Wire. $6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting. 80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft. $1.75@$3.00

Wire Rope—

List.
Cast-steel. 7½&2½&2% cash
Iron. 7½&2½&2% cash
Iron, Galvanized. 7½&2½&2% cash

Wire Rope Clips—

Crosby. 25%

Wire Stretchers—

W. C. Heller's Grip. ₩ doz. $1.50

Wrenches—

Agricultural. 75&5@75&10%
Aiken's Pocket (Bright). $2.00@3.20
Alligator. 70%
Baxter's. 65&10@70%
Bemis & Call's:
Brigg's Pattern. 30&10%
No. 2 Cylinder or Gas Pipe. 55%
No. 3 Pipe, Bright. 50%
Patent Combination Black. 40&10%
Patent Combination Bright. 40&5%
Boardman's. 30@33⅓%
Coes':
Genuine. 40&10&5&5&2%
"Mechanics'". 40&10&10&5&5&3
Donohue's Engineer. 40&10
Eagle Pipe. 50&10%
Stillson Pipe. 45%
Taylor Pipe and Nut. 40%
Trimo Combination. 40%
Trimo Pipe. 50&10%
Acme. 60@60&5%
Bull Dog. 60&10%
Hercules. 70&10@75%
J. H. Williams & Co. 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894. 2%
National Wringer & Mfg. Co., list Jan. 1, 1895. 2%
Peerless Mfg. Co., list Feb., 1892. 2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels. ₩ gallon. 40c
Linseed, City, Boiled, in barrels ₩ gallon. 42c
Out of Town on Spot. ₩ gal. 40c
Calcutta, Raw, in bbls. ₩ gal. 54c
Lard, Prime City. ₩ gal. 47@48c
Extra, No. 1. 36@38c
No. 1. 33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔. 5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net. 6¼
In lots of 500 pounds and over, ₩ ℔. 5½@5¾c
White Lead, Foreign, in Oil, ₩ ℔ 8½@9c
Litharge, Kegs, ₩ ℔. 5½@6c
Zinc, American, Dry, ₩ ℔. 4½@5c

Putty—

In bbls. and half bbls. 1½@1¾
Putty in Bladders. 1¾@2
Putty in Tins. 1¾@2

Spirits Turpentine—

In regular bbls. @44½c
In machine bbls. 43 @—c

Dry Colors—

Blue, Chinese	₩ ℔ 30	@35
Blue, Prussian	₩ ℔ 29	@33
Blue, Ultramarine	₩ ℔ 6	@30
Sienna, Italian, burnt & powdered	₩ ℔	4½@10 c
Sienna, Italian, raw & powdered	₩ ℔ 3	@7 c
Umber, Turkey, burnt	₩ ℔	2½@3¼c
Umber, Turkey, raw	₩ ℔	2½@3½c
Green, Chrome, Ordinary	₩ ℔ 4	@11
Green, Paris, in bulk,	₩ ℔	15@1
Indian Red, American	₩ ℔	2½@ 3 c
Indian Red, English	₩ ℔	4½@8½

Colors in Oil—

Black Lampblack, Best	₩ ℔ 13	@15 c
Black Lampblack, common	₩ ℔ 7	@ 10 c
Blue, Chinese	₩ ℔ 35	@40 c
Blue, Prussian	₩ ℔ 25	@35 c
Blue, Ultramarine	₩ ℔ 16	@10 c
Sienna, bur't	₩ ℔ 14	@18 c
Sienna, raw	₩ ℔ 14	@18 c
Umber, burnt	₩ ℔ 12	@16 c
Umber raw	₩ ℔ 12	@16 c
Brown, Vandyke	₩ 12	@16 c

ALASKA

STOVE HARDWARE.



These handles are always cold, fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by **TROY NICKEL WORKS,**

Send for Catalog. ALBANY, N. Y.

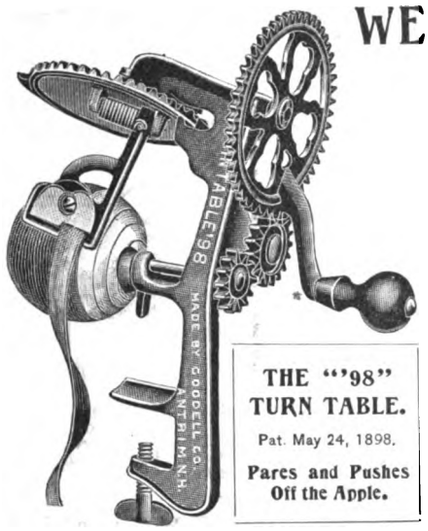
All Our Line is Marked **ALASKA** None Other Genuine.

The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google



THE "98" TURN TABLE.
Pat. May 24, 1898.
Pares and Pushes Off the Apple.

WE ARE THE PEOPLE

who have made Apple Parers since 1864.

Having profited somewhat by our experience of thirty-five years we modestly claim if there is one thing we know all about that one thing is

. . . APPLE PARERS.

Our 1899 line consists of nine different Parers (no experiments), suitable for every requirement. We make a specialty of Parers for

EVAPORATORS, BAKERS, HOTELS, RESTAURANTS & FAMILY USE.

CATALOGUE FREE.

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, Antrim, N. H.

CELEBRATED **"HEINISCH"** SHEARS.

Judge Townsend of United States Court has just granted an accounting and

INJUNCTION

against H. Boker & Co. of New York City restraining them from using the name **HEINISCH** or **H. C. HEINISCH** on shears in any way which will interfere with our trade name.

We respectfully inform the trade of our determination to protect our rights and all persons found selling shears bearing any imitation of our Trade-name will be held strictly accountable for their acts.

Very Respectfully,

R. HEINISCH'S SONS, CO.
NEWARK, N. J.

NEW YORK OFFICE:
90 Chambers St.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

OVER 1,000,000 IN USE.

THE

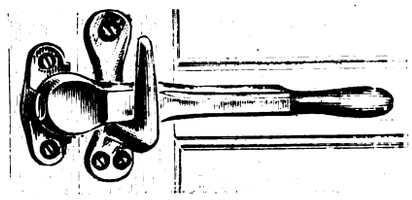
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9-inch lever; No. 3, 6 inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12.00	$15.00	$33.00	$36.00	Per Doz
No. 2	9.00	12.00	18.00	20.00	"
No. 3	5.50	7.50	10.00	11.00	"
No. 4	3.00	3.00	7.00	8.00	"
No. 5	2 25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . **Discount.**

M. H. HICKEY & SON,
375 Market St., NEWARK, N. J.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL, STEEL, BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

"EACH YEAR RECEIVED BETTER RESULTS."

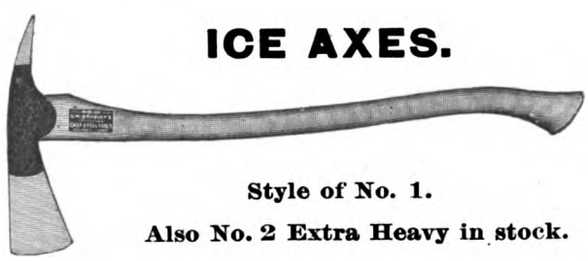
Standard Tool Co., Cleveland, Ohio. [*Tools*]: During the four years we have had an advertisement in HARDWARE we have each year received better results.

"BEEN WITH YOU FROM THE BEGINNING."

Union Metallic Cartridge Co., New York. [*Ammunition*]: We have been with you as advertisers from the beginning and expect to continue.

G. W. BRADLEY'S SONS,

ICE AXES.



Style of No. 1.

Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

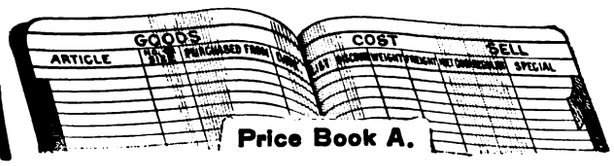
Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



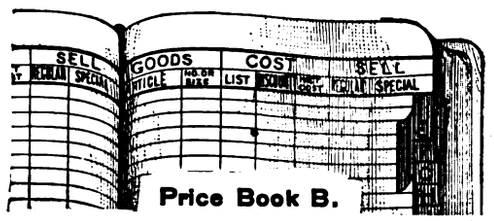
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75

B



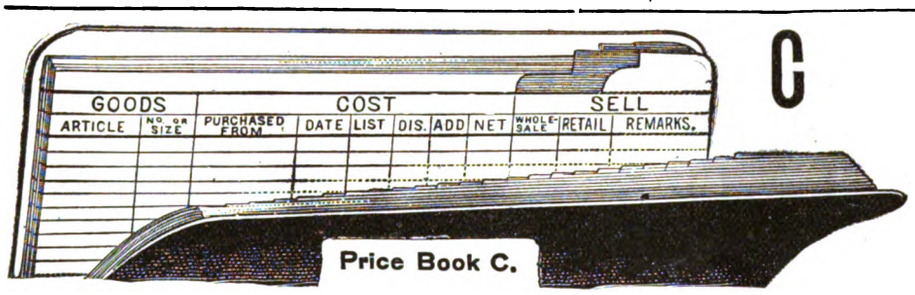
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¼ inches.***

FOUR EDITIONS:

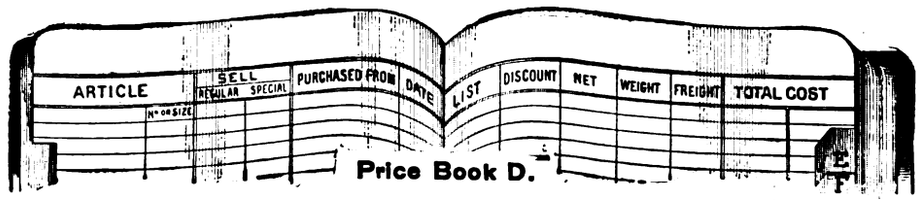
C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
C 2, 400 pages,	1.50
C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages,	$2.00
D F, 200 pages with flap,	2.50
D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50

D



Price Book D.

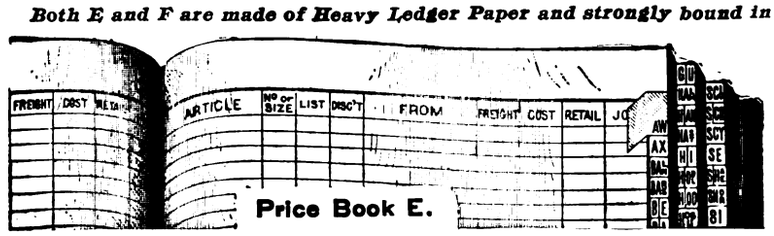
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to **AU**	For Chisels,	turn to **CHI**	For Iron,	turn to **IRO**
" Parers, Apple	" **PAP**	" Cutlery,	" **CUT**	" Irons,	" **IR'S**

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

E



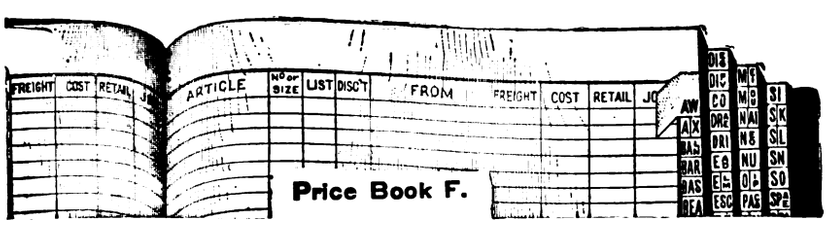
Price Book E.

AD	GU	SCI	
AN	HAM	SCR	
AU	HAN	SCY	
AW	HAT	SE	
AX	HI	SHE	

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.

F



Price Book F.

AD	DIE	MF	SI	
AN	DIP	MO	SK	
AU	DO	NAI	SL	
AW	DRE	NE	SN	
AX	DRI	NU	SO	

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St. New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.

Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co, Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.

Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.

Cycloid Cycle Co., Grand Rapids, Mich.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.

Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.

The Audit Co., New York N. Y.

Augers.

Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.

Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.

Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Basin Plugs.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.

Magnolia Metal Co., New York.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Rickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Blind Hinges.

Stanley Works, New Britain, Ct.

Bits.

Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.

Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn. Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.

Folding Paper Box Co., South Bend, Ind.

Box Openers.

Smith & Hemenway Co., New York, N. Y.

Box Straps.

Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.

Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Brass, Manufacturers.

Waterbury Brass Co., New York

Bronze Powders.

J. Marsching & Co., New York.

Buffing Wheels.

Divine Bros., Utica, N. Y.

Buggies.

Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.

Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works. New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.

John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Calipers.

Alfred Field & Co., New York.

Car Sealers.

Charles Morrill, New York.

Carpenter's Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.

Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Casters.

Allerton-Clarke Co., New York.

Chains.

Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.

Underhill, Clinch & Co., New York

Chucks.

Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland, Ohio.

Cleavers.

John Chatillon & Sons, New York
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.

Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.

Burr-Fesler Co., Batavia, Ill.

Coal Screens.

Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago

Countersinks.

Underhill, Clinch & Co., New York.

Crayon.

Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Selner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enameled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co. Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co., New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubbe Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny. Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co Buffalo N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Pokers.

Troy Nickel Works Albany N Y.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.

Razor Strops.

William A. Shull, Philadelphia
Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Safes.

Herring-Hall-Marvin Co., New York.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Payson Mfg. Co., Chicago. Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co, Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Stoves.
Troy Nickel Works, Albany, N.Y.

Stove Lining.
William M. Newton, Albany, N.Y.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.
Salem Nail Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt. Starr & Co., New York.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
Williamson W. N. Co., Newark, NJ.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
Standard Tool Co., Cleveland, O.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.
AND EVERY KIND OF
IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
American Railway Supply Co....41
American Ring Co.....11
American Shearer Mfg. Co.....44
Ames Sword Co..... 4
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co..... 1
Auxable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Bardsley, Jos.....43
Barnes (Wallace) Co 41
Barnett (G. & H.) Co.....64
Barrett, W. L..... 1
Berger Bros Co.....14
Berger Bros. Co.....46
Berger, L. D..... 4
Bicycle Step Ladder Co..... 6
Bigelow, J. F.....11
Boardman (Luther) & Son.....41
Bominer Bros.....64
Brainerd-Tanner Co..... 2
Brass Goods Mfg. Co.....46
Bruce & Cook 17
Bryan Mfg. Co..... 4
Burr-Fesler Co.....10
Burr Mfg. Co.....17

C

Calcium King Lamp Co..... 3
Capewell Horse Nail Co.....64
Cary Mfg. Co.....46
Champion Safety Lock Co.....39
Champion Steel Range Co.....13
Chatillon (John) & Sons..... 4
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Clipper Lawn Mower Co.....17
Coates Clipper Mfg. Co.....10
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 9
Conroy (P. J.) Co..... 6
Contractors' Plant Mfg. Co.....64
Cooney, Seiner & Co.....13
Covert Mfg. Co.....11
Cronk Hanger Co.....16
Cuban Exposition & Trading Co.. 8
Cushman & Denison.....37
Cycloid Cycle Co.....10

D

Darby (Edward) & Sons 63
Dickinson, Thos. L.....39
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....55
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co.....55
Edgar Mfg. Co. 18
Edwards Sad Iron Co.....18
Ellis & Helfenberger.....44
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 39

F

Field (Alfred) & Co..... 6
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....54
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 63
Glidden Varnish Co..... 36
Goodell Co.....55
Gould Packing Co..... 63
Graham (John H.) & Co.....15

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....44
Hardware Publishing Co.....56
Harrington & Richardson Arms Co.....13
Harrison Bros. & Co., Inc.....18
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....55
Heller (W. C.) & Co..... b
Herring-Hall-Marvin Co..... 6
Hickey (M. H.) & Son.....55
Hill Dryer Co.....17
Hill (N. N.) Brass Co..... 46
Holmes & Edwards Silver Co..... 6
Holroyd & Co..... 7
Howard Iron Works.....64

I

Iowa Farming Tool Co.....43
Ives (H. B.) & Co.....15

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Kearney & Foot Co.....39
Keuffel & Esser Co..... 8
Kilbourne & Jacobs Mfg. Co.....37
Kimball Bros.....14
Kohler (F. E.) & Co.....15

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....35
Lancaster Machine & Knife W'ks.10
Lane Brothers Co..... 2
Leonhardt & Co.....14

M

Magnolia Metal Co..... 1
Mann Wm. H.....44
Marching (J.) & Co..... 5
Martin, James F.....44
Mast (J. M.) Mfg. Co..... 9
McKinney Mfg. Co.....16
Merchant & Co.....14
Miles, Franklin S..... 3
Morrill, Charles.....13
Mugford, A.....41
Myers (F. E.) & Bro.....17

N

National Enameling & Stamping Co 9
National Saw Co.....10
N. J. Car Spring & Rubber Co....15
New Jersey Wire Cloth Co.....61
New York Stamping Co..... 4
Newton Wm. M..... 2
Niles Mfg. Co 2
North Bros. Mfg. Co.....13

P

Parry Mfg. Co.....43
Pastime Lawn Mower Co..... 9
Payson Mfg. Co..... 2
Peck (Fred W.) & Co.....63
Pennsylvania Wire Works.....63
Philadelphia Commercial Museum.....15
Pike Mfg. Co.....41
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co..... 1
Putnam Nail Co..... 11

Q

Quincy Hardware Mfg. Co..... 1

R

Reading Hardware Co.....10
Remington Arms Co..... 7
Rodgers (Joseph) & Sons 6
Rolfe, I.....14
Root Bros. Co.....44
Root Bros. Co.....41

S

Salem Nail Co.....43
Samson Cordage Works..... 1
Sargent & Co..... 41
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Silver Mfg. Co..... 2
Smith E. G.....44
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....59
Sommer's (John) Son.....64
Standard Co.....46
Standard Tool Co..... 1
Stanley Rule & Level Co.....37
Stanley Works..... 1
Stebbins (Chas. J.) & Co..... 3
Stevens (J.) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 44
Stimpson (Edwin B.) & Son.....64
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....41
Sudlow, John W.....11

T

Tie Co..... 1
Tower & Lyon.....13
Townsend, C. C. & E. P.....44
Troy Nickel Works.....54
Tuck Mfg. Co..... 4

U

Underhill, Clinch & Co.....55
Underhill, Clinch & Co..... 64
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1

V

Van Wagoner & Williams Hdw. Co.....64
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co 13
Waterbury Brass Co.....41
Welch (T. F.) Mfg. Co.....63
Wells, Heber.....10
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..63

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



HARD-STEEL-WIRE

Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

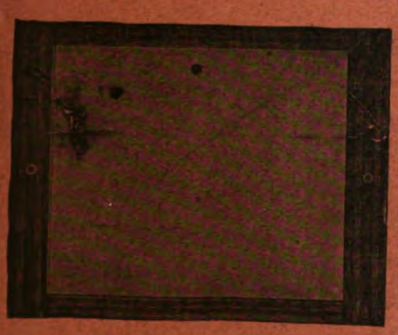
"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohocs, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



PENNSYLVANIA WIRE WORKS.



EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

We R the People for

ADJUSTABLE WINDOW AND SCREEN DOORS,

Galvanized Poultry Netting,
Window Screen Wire Cloth,

Electro Rustless Wire Cloth,
Electro Bronze Wire Cloth.

SEND FOR CATALOGUES AND WE WILL QUOTE PRICES.

"DAILY FEEL THE BENEFIT."

Energy Mfg. Co., Philadelphia, Pa. [Dumbwaiters]: We daily feel the benefit of our card in your columns.

TRADE MARK.



A. CHIPMAN, Treas.

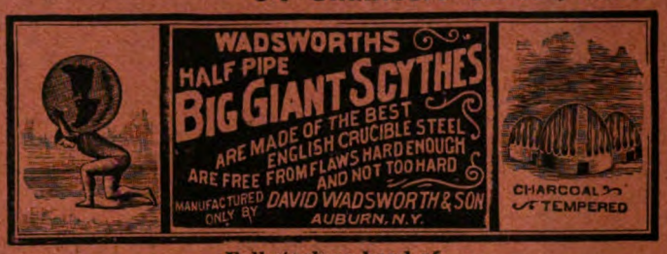
GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.
THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS

CONTRACTS WANTED FOR LIGHT METAL WORK WE WILL BE GLAD TO MAKE PRICES LOW SEND IN YOUR ORDERS SPECIAL FACILITIES FOR MAKING MODELS
CHELSEA MFG. CO. CHELSEA, MASS. 95 BROAD ST. BOSTON

Digitized by Google

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.



Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
DERBY and BALL'S Snaths, No. 45, 75, 100.

Edwin B. Stimpson & Son
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts,
Stove Rods, Rivets, Cold Pressed Nuts,
Special Bolts and Screws.
. . . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

Howard Iron Works,
BUFFALO, N. Y.
Manufacturers of



BENCH VISES.
Price Lists Sent on Application.

JOHN SOMMERS BEST I. X. L.
THE I. X. L. FAUCET
JOHN SOMMERS BEST I. X. L.
BEARS THIS TRADE MARK.
IT HAS NO EQUAL FOR THE PRICE.
JOHN SOMMERS' SON, 353-365 Central Ave. NEWARK, N. J.
JOHN SOMMERS BEST I. X. L.
JOHN SOMMERS BEST I. X. L.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,
Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.
Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the Best. TRADE C MARK. They are the Cheapest.



EVERY GENUINE CLEVELAND DRILL bears trade mark.
All Kinds of Twist Drills, Reamers, Taps, &c.
New York Store, 99 Reade St. CLEVELAND TWIST DRILL CO., Cleveland, O. U. S. A.

BOMMER SPRING HINGES ARE THE BEST
"PRACTICALLY UNBREAKABLE" SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS ALL FINISHES
Factory, 351-353 Jay St., Brooklyn, N. Y.



GEM
Spring Hinges.
Twenty Years of
SUCCESS.
BALL TIPS, Made in All Finishes.
Sold by Leading Jobbers.
MADE BY
Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 9. New York, August 10, 1899. $1.00 A YEAR

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.

MAGNOLIA METAL

USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

Room 524 Board of Trade Bldg., Montreal.

No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

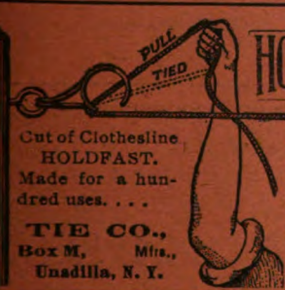
MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Cutting Glass Tubes.

SEND FOR ILLUSTRATED CATALOGUE.



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,

Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS **Automatically.**

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

U. M. C. Ammunition Never Misses Fire



When the man behind the gun is in a tight fix

U.M.C.

TRADE MARK.

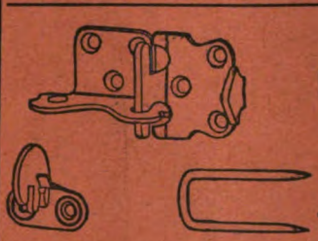
Factory-Loaded Paper Shot Shells

Are Reliable and Accurate Under all Conditions and in all Climates. Write for Descriptive Price Lists.

Union Metallic Cartridge Company,

Winners of Handicap, 1893-94-95-97-98-99.

313 Broadway, New York. Bridgeport, Conn.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

The Standard Welding Company,

THE NEW FIRM BIDS WELCOME TO THE PATRONS OF THE WELDING DEPARTMENT OF THE STANDARD TOOL CO.

Central Avenue and Cone Street, CLEVELAND, OHIO, U. S. A.

Seamless Steel Tube,

Electric Welding of Metals,

Bicycle Parts.

New Illustrated Catalog on Request.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 35.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for hard wood. The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in hard wood We have combined two principles in one, and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* **101 Reade St., NEW YORK.**

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.



Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
DERBY and BALL'S Snaths, No. 45, 75, 100.



The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
. . . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

Howard Iron Works,
BUFFALO, N. Y.
Manufacturers of



BENCH VISES.
Price Lists Sent on Application.



CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., ford, C

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the Best. TRA... They ...



EVERY GENUINE CLEVE... ...bear...
All Kinds of Twist D... ...aps, &...
New York Store, 99 Reade St. CLEVELAND T... Co...



G...
Spr...
Tw...

Van Wagoner &...
CLEVELAND, O...

BOMMER SPRING HINGES ARE THE BEST



"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.



Digitized by Google

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

. XIX. No. 9. New York, August 10, 1899. $1.00 A YEAR

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.

MAGNOLIA METAL

USE BY All The Leading Governments

t Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

AGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

Room 524 Board of Trade Bldg., Montreal.

No. 49 Queen Victoria St., London, E. C.

FOR SALE BY ALL DEALERS.

ONE BRACKET is practically as good as another. Then why make a specialty of the BRADLEY? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and WONDERFULLY STRONG.

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

don Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

V. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

Main Street, BRISTOL, CONN.

MANUFACTURER OF

L WHEEL GLASS CUTTERS

E CUTTERS—for Rounding Lights.

CUTTERS—for Cutting Glass Tubes

ND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

ROPES OR STRINGS Automatically.

end for Free mple, List d Prices.

U. M. C. Ammunition Never Misses Fire



When the man behind the gun is in a tight fix

U.M.C.

TRADE MARK.

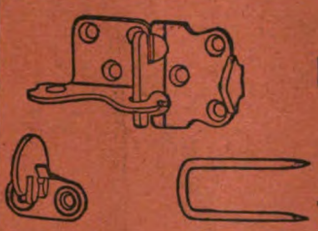
Factory-Loaded Paper Shot Shells

Are Reliable and Accurate Under all Conditions and in all Climates. Write for Descriptive Price Lists.

Union Metallic Cartridge Company,

Winners of Handicap, 1893-94-95-97-98-99.

313 Broadway, New York. Bridgeport, Conn.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

The Standard Welding Company,

THE NEW FIRM BIDS WELCOME TO THE PATRONS OF THE WELDING DEPARTMENT OF THE STANDARD TOOL CO.

Central Avenue and Cone Street, CLEVELAND, OHIO, U. S. A.

Seamless Steel Tube,

Electric Welding of Metals,

Bicycle Parts.

New Illustrated Catalog on Request.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 35.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Samson Cordage Works, BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



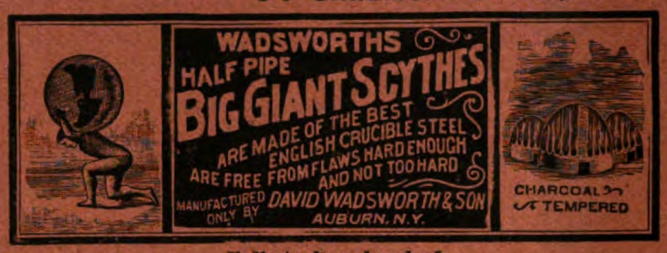
BIT FOR WOOD BORING IN THE WORLD?

re good bits made for hard wood. The L'Hommedieu Ship Bit is an ex- purpose, but it is not designed for fine cabinet work or soft wood. There oft Wood, but fail when used in hard wood We have combined two and think we have solved the problem of putting a bit on the market l around use. Prices furnished the Trade on application.

, Sole Manufacturers, 101 Reade St. NEW YORK.

Digitized by Google

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.



Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
DERBY and BALL'S Snaths, No. 45, 75, 100.

Edwin B. Stimpson & Son's
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts,
Stove Rods, Rivets, Cold Pressed Nuts,
Special Bolts and Screws.
. . . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

Howard Iron Works,
BUFFALO, N. Y.



Manufacturers of
BENCH VISES.
Price Lists Sent on Application.

JOHN SOMMERS BEST I. X. L.
THE I. X. L. FAUCET
JOHN SOMMERS BEST I. X. L.
BEARS THIS TRADE MARK.
IT HAS NO EQUAL FOR THE PRICE.
JOHN SOMMERS' SON
355-365 CENTRAL AVE.
NEWARK, N. J.
JOHN SOMMERS BEST I. X. L.
JOHN SOMMERS BEST I. X. L.

CAPEWELL HORSE NAILS
Tensile strength one-half greater than that of any other nail made.
MADE BY
The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,
Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.
Special Grand Prize Gold Medal at Atlanta, 1895.
G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the Best. TRADE C MARK. They are the Cheapest.



EVERY GENUINE CLEVELAND DRILL bears trade mark.
All Kinds of Twist Drills, Reamers, Taps, &c.
New York Store, 99 Reade St. CLEVELAND TWIST DRILL CO., Cleveland, O. U. S. A.

BOMMER SPRING HINGES ARE THE BEST
"PRACTICALLY UNBREAKABLE" SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 351-353 Jay St., Brooklyn, N. Y.



GEM
Spring Hinges.
Twenty Years of SUCCESS.
BALL TIPS, Made in All Finishes.
Sold by Leading Jobbers.
MADE BY
Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 9. New York, August 10, 1899. $1.00 A YEAR

THE NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS

MAGNOLIA METAL

IN USE BY All The Leading Governments

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.

Room 524 Board of Trade Bldg., Montreal.

No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the BRADLEY? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and WONDERFULLY STRONG.

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Gui'erman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.

TUBE CUTTERS—for Cutting Glass Tubes.

SEND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO., Box M, Mfrs., Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry a stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid. If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

U. M. C. Ammunition Never Misses Fire



When the man behind the gun is in a tight fix

U.M.C.

TRADE MARK.

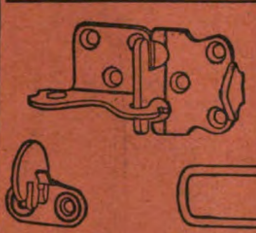
Factory-Loaded Paper Shot Shells

Are Reliable and Accurate Under all Conditions and in all Climates. Write for Descriptive Price Lists.

Union Metallic Cartridge Company,

Winners of Handicap, 1893-94-95-97-98-99.

313 Broadway, New York. Bridgeport, Conn.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

The Standard Welding Company,

THE NEW FIRM BIDS WELCOME TO THE PATRONS OF THE WELDING DEPARTMENT OF THE STANDARD TOOL CO.

Central Avenue and Cone Street, CLEVELAND, OHIO, U. S. A.

Seamless Steel Tube,

Electric Welding of Metals,

Bicycle Parts.

New Illustrated Catalog on Request.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 35.

GALVANIZED

Chain Pump Tubing.

Better than wood tubing because clean, wholesome, light and indestructible In lengths of 4, 5, 6, 7, 8, 9 and 10 ft. Write us for sample and prices.

QUINCY HARDWARE MFG. CO., Quincy, Ill.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples Samson Cordage Works, BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD, 37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for hard wood. The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in hard wood We have combined two principles in one, and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., Sole Manufacturers, 101 Reade St. NEW YORK.

Digitized by Google

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

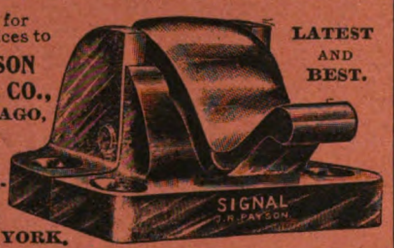
THREE OF THE FINEST CORK SCREWS.



Our 1898 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it,
ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to
PAYSON MFG. CO., CHICAGO,
and
88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,
90 Chambers St., N. Y.
Mfrs. Hardware Specialties,
DICKSON TRANSOM LIFTERS
AND OPENERS.
Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T Locking Pivot.
Also Agency . . .
W. N. BRUNTONS & SON, Scotland,
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.

NILES PATENT D. A.



SPRING HINGES AND BLANKS.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. Co.,
12 S. Canal St., CHICAGO.



Lane's Ball-Bearing PARLOR DOOR HANGER



SEND FOR CATALOGUE.
LANE BROS. CO.,
429-461 Prospect St.,
. . . POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar.—
Gets as hard as brick—
MY FACE ON EVERY BAG
PRICES
$1.80 per-doz. 10lb. bags in 2 doz. lots
$1.00 per-doz. 6lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel
ADDRESS WILLIAM M. NEWTON
ALBANY, N.Y.

The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS

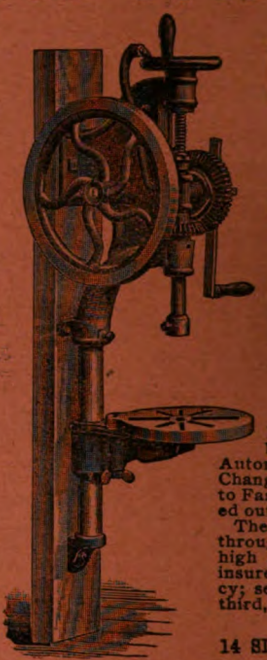


Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

HIGH GRADE
Buffing · Wheels,
Large variety, adapted to every class of work.
Patent Sewed Buffs.
The finest in the world.
We are the largest manufacturers of Buffs in the United States. . .
Write for Catalogue and prices.
DIVINE BROTHERS, UTICA, N. Y.
WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE

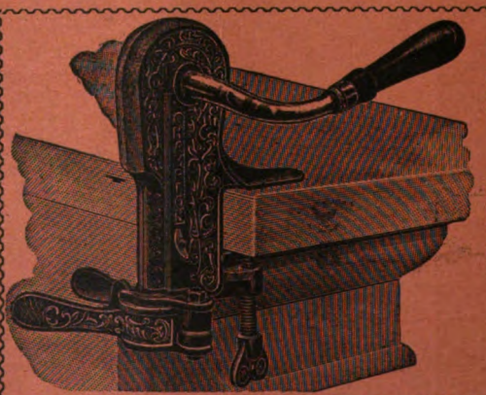


DRILLS
FOR
BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.
They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.
ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.
$6.00 to $65.00
Special discounts to repairmen.

EVERY DRILL GUARANTEED.
THE SILVER MFG. Co
345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

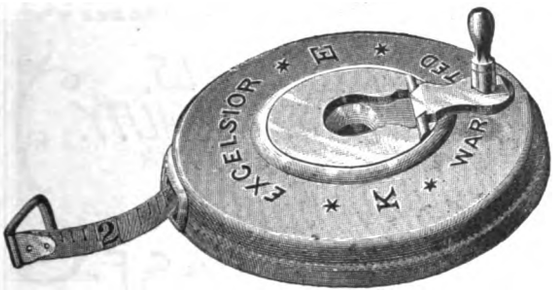
is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY
ARCADE MFG. CO.,
FREEPORT, ILL.

Nickel Plating Outfits.
POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.
THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

Of WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.

Bissell CYCO-BEARING Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,

LARGEST SWEEPER MAKERS IN THE WORLD.

GRAND RAPIDS, MICH. - AND - NEW YORK.



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

THE ORIGINATORS OF

Hot Forged & Hammer Pointed Nails

IMITATING THE

Old Fashioned Hand Process.

FAC-SIMILE OF AUSABLE BOX AND BRAND.



Genuine Ausable Nails are packed in boxes bearing their FULL NAME and Trade Mark.



Digitized by Google

OUR FAMILY CASE OF TOILET PAPER

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER CO. ALBANY, N.Y.

A. C. AUSTIN ENG. CO. ALBANY N.Y.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

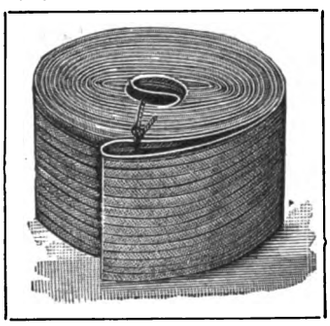
Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

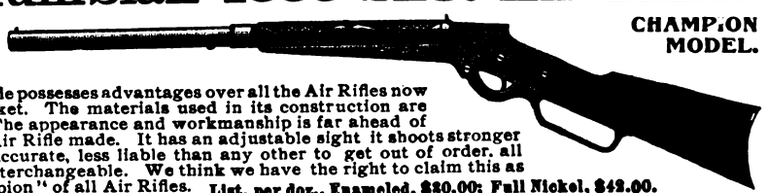
SHEET ZINC



Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.

CHAMPION MODEL.



This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order. all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

——Write for Discounts to Trade.——

WM. G. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

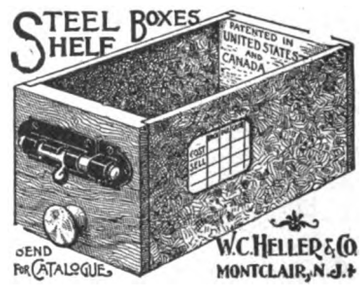
Henry Disston & Sons, Incorporated,

Philadelphia, Pa.



This is the **"Proper Clothes Line Reel,"** with which a line can be Stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, $1.25. Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.



ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

You take no risk on the quality. We make only the best!

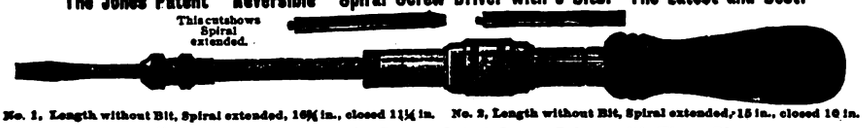


SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16¾ in., closed 10¾ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 13¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 97 READE STREET, NEW YORK, U. S. A.

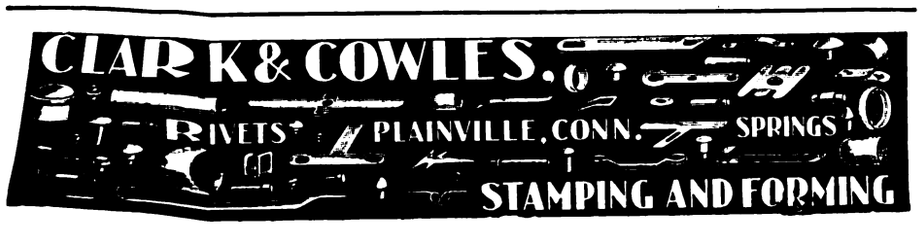
Sand Papers in Reams and Rolls

Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

730 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.



Digitized by Google

UNIVERSAL SHARPENING MACHINES.



HAND POWER MACHINES.

	EACH.
No. 2, Japanned,	$3.50
No. 4, Nickel-Plated	$5.00

For household and general use.

FOOT POWER MACHINE.

No. 1, $25 00 each

For Packers, Tanners, Butchers, Farmers, Hotels and Restaurants.

Liberal Discount to the Trade.



Most perfect knife sharpener made.

Easily operated and quick work.

The degree of perfection attained by the use of this machine is far superior to that accomplished by the ordinary method of hand work.

These machines are practical, based on correct mechanical principles and have reached their present state of perfection after many years of experimenting.

They are simple in their construction, very durable and sharpen with great rapidity.

Knives keep their proper shape and last much longer when sharpened with the "Universal" machine. Silver-plated knives can be sharpened without damaging the blade.

Every dealer and every family should have one of these machines.

We guarantee the "Universal" machine to be as we represent it, "practical, convenient and perfect."

JOHN CHATILLON & SONS,

85 to 93 Cliff Street and 12 Jacob Street,

NEW YORK.

ESTABLISHED 1835.

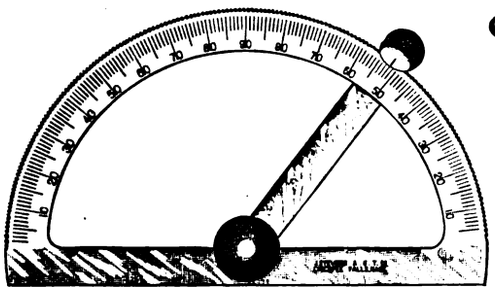
SCALES AND BUTCHERS' TOOLS.

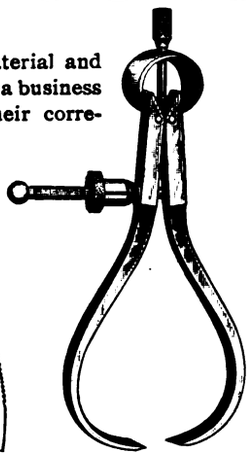
SOLE AGENTS:
FOSTER BROS. CO.,
Butchers' Knives and Tools.
PHOENIX KNIFE CO.,
Pocket Knives, &c.
FRIEDERICH DICK,
Butchers' Steels, &c.

Digitized by Google

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .





J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

CORKSCREWS?

---YES, ALL STYLES.

Big and little,
great and small.



For lean purses,
for fat purses.

Yes!—
Corkscrews for all.

Just watch this space for some of the "Leaders."

THE WILLIAMSON W. N. CO.,
Newark, N. J.

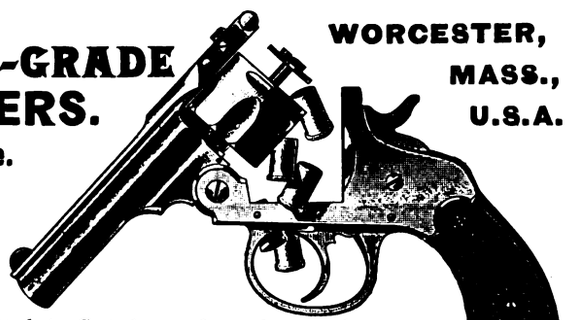
HARRINGTON & RICHARDSON ARMS COMPANY. . .

. . . MAKERS OF

HIGH-GRADE REVOLVERS.

Safe, Reliable, Accurate.

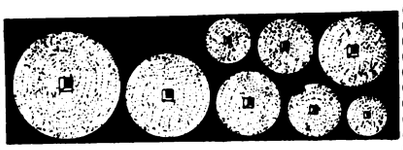
Cut shows our . . .
"Premier"
32 Calibre . . .



WORCESTER, MASS., U.S.A.

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.



Grindstones...

LOOSE AND MOUNTED.
ALL GRADES OF GRIT.

Write for Catalogue and prices.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839.
Registered April 9, 1895.

Patented Dec. 15, 1891.
Patented April 30, 1895.

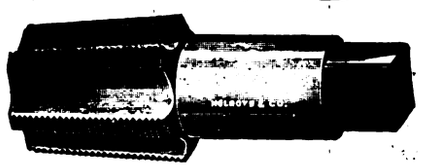
Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar, Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



Holroyd & Co.,
Waterford, N. Y.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

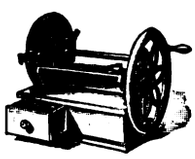
Digitized by Google



Sausage Stuffer and Lard Press



Meat Juice Extractor



Rotary Smoked Beef Shaver



Raisin and Grape Seeder

ENTERPRISE

Meat and Food

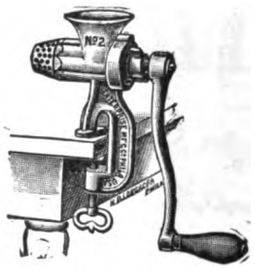
Choppers

TINNED

28 sizes and styles, $1.50 to $275.00



No. 5, $2.00



No. 2, $1.50



No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street



Power Meat Chopper



New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

NONE-SUCH

TRADE MARK

"EVER-READY"

TRADE No. 2 MARK

COFFEE MILLS

... MANUFACTURED BY ...

The Bronson Co.



NONE-SUCH.

A HANDSOME sheet-metal-box mill. Finely lithographed. Holds a pound of Coffee. Will grind Coffee as *fine as wanted*, and does not crush the berry like powder, but cracks or cuts it in grains like sand. Coffee ground like this settles perfectly.

EVER-READY No. 2.

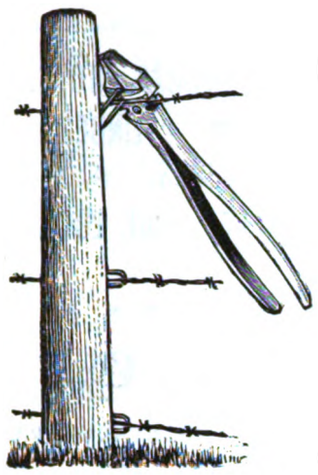
Adjustment and Grinding Burrs same as those of

NONE-SUCH.



JOHN H. GRAHAM & CO., Sole Selling Agents, **113 Chambers St., N. Y.**

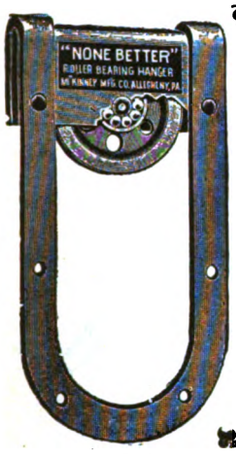
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BLIZZARD No. 1.

Patent applied for.

A Cold Day for Rats.

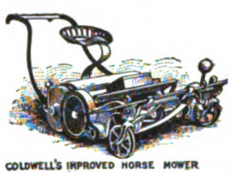


SET WITH SAFETY LEVER.

IT DON'T CRACK YOUR FINGERS.

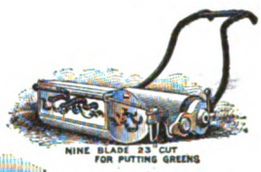
No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster. ...Pa. .



IMPERIAL

HIGH GRADE HAND & HORSE



LAWN MOWERS

ONLY

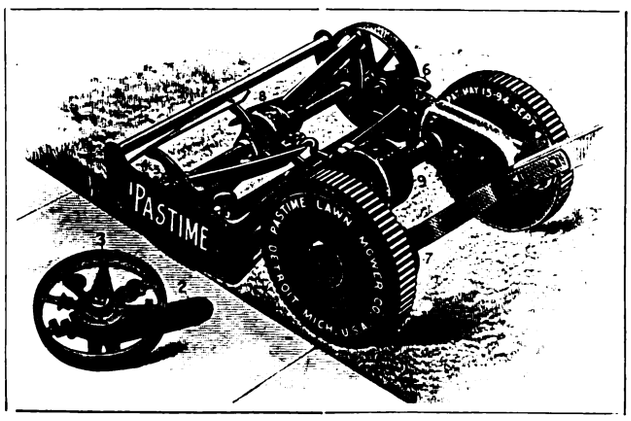


COLDWELL LAWN MOWER CO.

NEWBURGH N.Y.



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .

It Trims to 1-4 of an inch of any object.

It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,

Detroit, Mich.

Digitized by Google

HAND SAWS.

SEND FOR PRICES.

THE NATIONAL SAW COMPANY,

NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

ALL METAL REPEATING AIR RIFLE.



5 Different Styles.
Send for Gun Catalogue.

3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.
Globe Sights Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

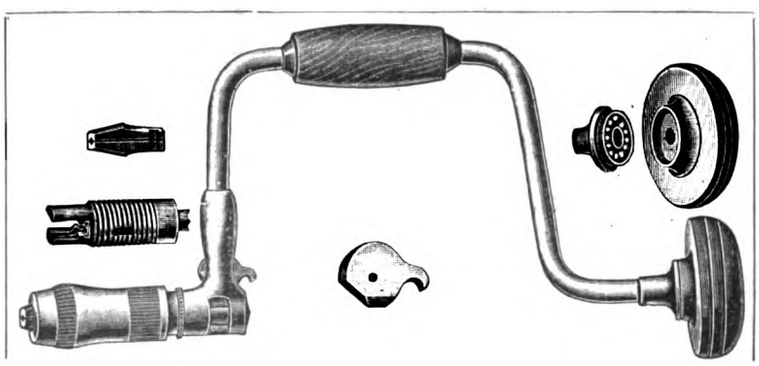
Cycloid Cycle Co., Grand Rapids, Mich.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.
Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

E PATTERN LETTERS
For Iron and Brass Castings.
Various Styles and Sizes.
For Machines, Bridges, Tablets, etc
PRICE-LIST TO APPLICANTS.
HEBER WELLS,
157 William St., NEW YORK.

PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.

Take the Conclusion to the Fly.' It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete

Household Specialty.



A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

COVERT MFG. CO.,

WEST TROY, N. Y.



Steel Carriage and Wagon Jacks.

Harness Snaps,

Chain, Rope and Web Goods, etc.

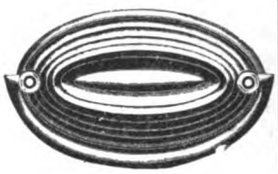
For sale by Jobbers at Manufacturers' prices.



10004



5044



1420



5045

American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,

Curtain Pole Trimmings,

Brass Headed Upholstery Nails,

Brass Ferrules and Curtain Rings.



1428



494



1123



305

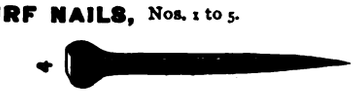
"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

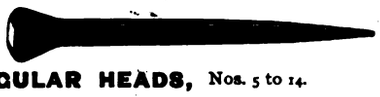
"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

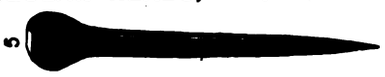
TURF NAILS, Nos. 1 to 5.



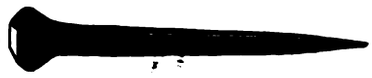
FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



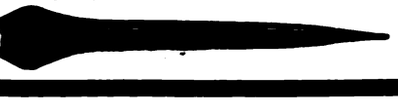
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes, Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

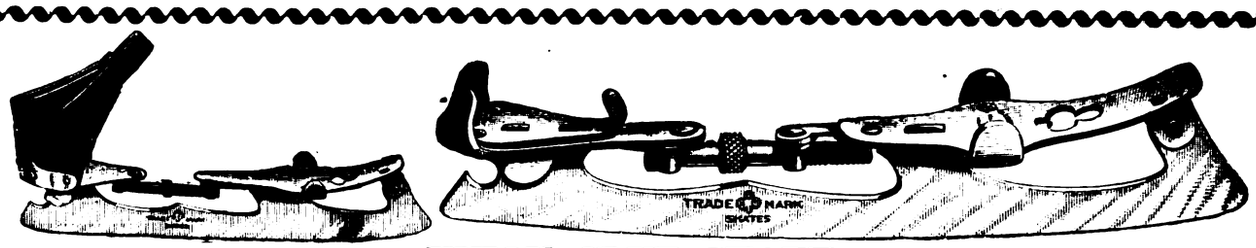
For terms and discounts address

PUTNAM NAIL CO.,

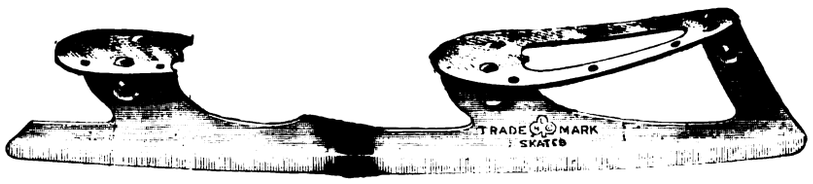
BOSTON, MASS.

Or 235 Lake St., Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

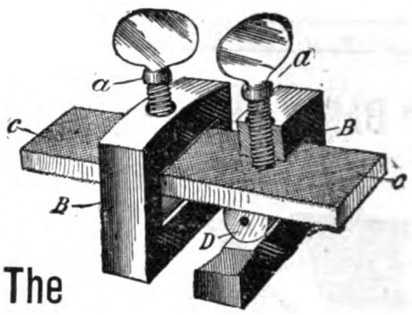


UNION CLUB SKATE.

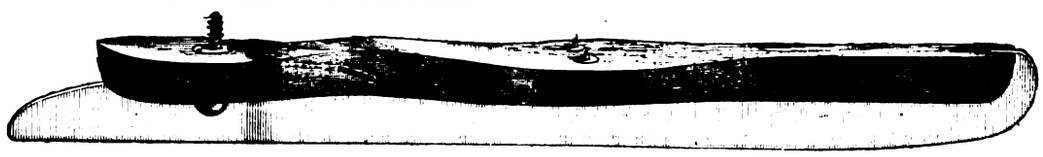




HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

... MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

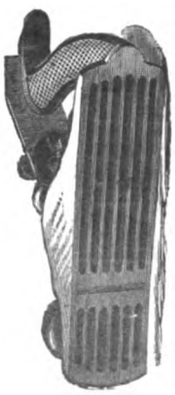
CARPENTERS and MACHINISTS' TOOLS.

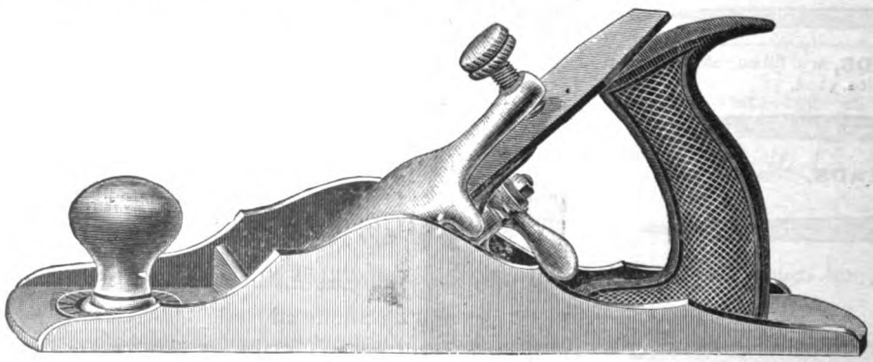
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

A TIME SAVER IS A MONEY MAKER.

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

Is a time saver and a money maker for both dealer and user. It requires less time to sell as its admirable points speak for itself. . . . .



It saves the users time because it will adjust to any position, making itself adaptable to the most awkward places. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

Strong Inducements to the Trade.

BEST CAST STEEL



HANDY AND COMPACT.

WRITE FOR PRICES & DISCOUNTS.

A. J. WILKINSON & CO., 180-188 Washington St., BOSTON, MASS.

Herring-Hall-Marvin Co.,

Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,

54-56 Bleecker St., New York.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852

Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS . . SEND FOR CATALOGUE.

IMPORTANT TO Hardware Merchants.

CHART IN THREE COLORS,

16 x 44 inches.

Showing Photographic Reproductions Warren's New System

Portable Sectional Shelving.

Shipped to all Parts of the World.

Twenty different combinations described and priced. A copy mailed to dealers (without charge) on request.

Made by

J. D. WARREN MFG. CO.,
CHICAGO, ILL., U. S. A.



THE **CHAMPION** AND **MARQUART** are the only . . **Double Flue Steel Ranges** made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others, but none like or equal to the **Centennial.** It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.



Manufactured only by

COONEY, SEINER & CO.,
17, 19 and 21 E. South St., INDIANAPOLIS, IND

MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE MARK

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

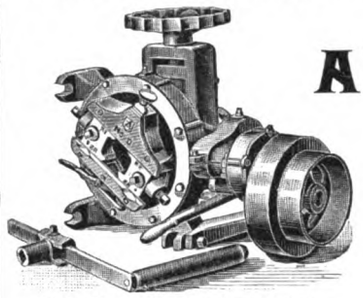
CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 139 CENTRE STREET.——



DUMB WAITERS and ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

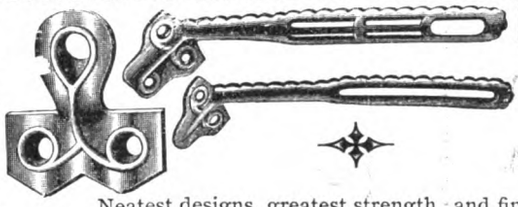
SEDGWICK MACHINE WORKS,

36 Carroll St.,

POUGHKEEPSIE N. Y.

110 Liberty Street
New York City.

When writing please mention this paper.



PAIL EARS and SAUCEPAN HANDLES.

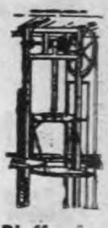
Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired. . . .

Send for Catalogue.

BERGER BROS. CO., PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO.,

Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated, PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

SOLDER.

Stereotype

Linotype

Electrotype.

Write us for prices. It will always pay you.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade

30-page Catalogue on application.

H. B. IVES & CO., New Haven Conn

HORSESHOE-H-STUDS (Neuss' Patent)



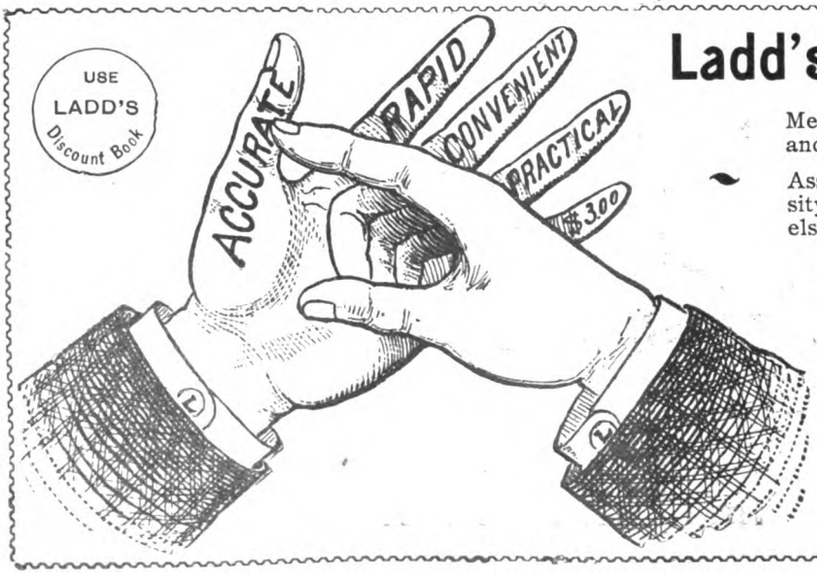
Always Sharp! No Slipping of the Horse! No injuries as caused by other Studs! Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.

Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

333 South Fourth Street, Philadelphia, Pa.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN and COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

KOHLER'S STEEL GARDEN RAKE.

PATENTED.



WRITE FOR CATALOG OF

Pos tHole Diggers, Lawn Rakes, Curry Combs, Corn Planters, Shovels, etc., etc.

F. E. KOHLER & CO.,

CANTON, OHIO.

Stamped from a Sheet of Best Steel. Made in 10, 12, 14 and 16 Teeth.

U. S. BONDED WAREHOUSE.



The Cuban Exposition and Trading Company

11 Broadway, New York City

Offers floor, shelving and show case space, or private business rooms, in its Havana Exposition and Sales' Building at a reasonable monthly rental, **with contract for pushing the sale of represented goods** in all parts of the island.

The Company having valuable Cuban connections provides American manufacturers and dealers with exceptional opportunities for establishing markets in Cuba for their wares and merchandise.

The exhibit opens this month in Havana in the Company's Exposition building, which has been designated a U. S. Bonded Warehouse which obviates the necessity of outlay for duties. This will be the most effective trade developing establishment in Cuba.

EDWIN B. HAY, President, - - Washington, D. C.
PEDRO CASANOVA, Vice-President, - - - Havana.
JUDSON H. GRANT, Vice-President, - New York City.
C. H. WORTHEN, Secretary, - - 11 Broadway, New York.

Please mention "HARDWARE" in correspondence with Company.

Digitized by Google



NATIONAL ENAMELING & STAMPING CO.

New York. Baltimore, Md. Milwaukee, Wis.

St. Louis, Mo. Chicago, Ill.

Brooklyn, E. D., N.Y. Portland, Conn. Berlin, L. I., N.Y.

Bellaire, Ohio. Granite City, Ill.

MAIN OFFICE,

78-80 BEEKMAN STREET,

NEW YORK.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures, Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified, Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - $2.00

The Mechanics' Friend, A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines. For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures, Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - $1.50

Skeleton Structures Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads, The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning, By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - $1.50

Modern Moulding and Pattern Making, A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing, A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary, A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy, A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting, Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



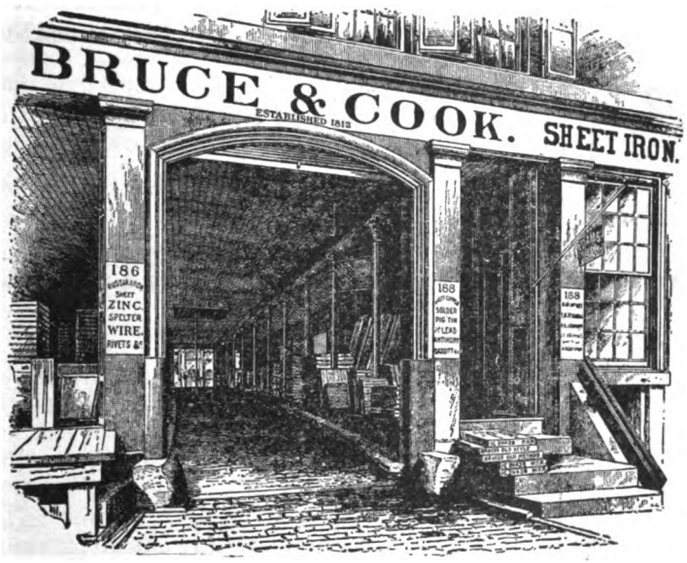
F. E. MYERS & BRO.
FAIRBANKS
ASHLAND, OHIO.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .

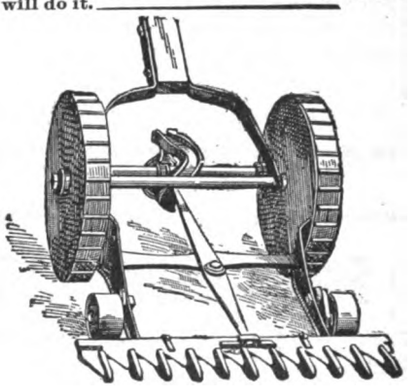
BURR MANUFACTURING CO.

823 Society for Savings Bldg.,

Cleveland, Ohio, U. S. A.

The Mower . . .

That will Kill all the Weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and weeds will disappear. The Clipper will do it.



CLIPPER LAWN MOWER CO.,

NORRISTOWN, PA.



HILL Clothes Dryer.

More than 100,000 in use. Both Balcony and Yard Dryers. Sold by the Hardware Trade.

Send for Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in HARDWARE a magazine progressive and enterprising.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

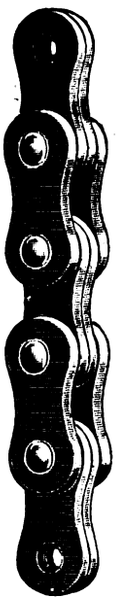


SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

"PERFECTION"

GAS AND ALCOHOL SELF-HEATING . . .

SAD IRONS

Manufactured and Sold Throughout the World by

The Edwards Sad Iron Co.

SOLE OWNERS,

1420 Chestnut Street,

PHILADELPHIA, PA.

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug. 18, '91 Nov. 10, '96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING LEADING HARDWARE FIRMS WHO DEAL IN OUR GOODS EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY CAVANAGH HARDWARE CO., - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLASS-ANDREESEN HARDWARE CO., Omaha, Neb.
JONES HARDWARE CO., - - - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

PHILADELPHIA.

NEW YORK. CHICAGO

Digitized by Google

HARDWARE

The best maxim for a country merchant to chalk on the inside of his desk, is to "Stick to no salesman who knows so little as to 'stick' you."

If the new secretary of war wants to Root out all trouble in the Philippines he will adopt the wishes of the anti-imperialists and put Miles between our army and the insurgents, Come now—get there, Eli-hu.

An American paper published in Paris recently contained the following advertisement: "A young man of agreeable presence, and desirous of getting married, would like to make the acquaintance of an aged and experienced gentleman who could dissuade him."

If our Councilmen, now under the ban of the Court, should be compelled to sojourn awhile in jail, it wouldn't be the first time some of them had seen the inside of "the bars," behind which coign of vantage has been a money making position for too many of our politicians.

President Mandlebaum, of the Southern Hardware Jobbers' Association, states that he has an order out for souvenir knives, which formed one of the features of the recent convention, and as soon as received, it is his intention to send the same to the members of the Association, each of whom is entitled to one of them.

It will be admitted by every one who reads the papers that Aguinaldo has had several hard runs of luck during the past season, so that his name during the wet period might as well be "Mud." But when he opens up for the Fall, let us hope that his company will play as usual to no longer engagements than "one night stands."

By the way of Michigan City, Ind , we learn that the skunk farms, availing themselves of New Jersey facilities, intend forming a trust. There will be no trouble in placing that trust in the front rank, for it will be very rank. Our only fear is that there will be so many "skins" connected with it, before long it will be reduced to its last *scent*.

It must have been a pretty tough proposition to digest after that fiery fighting speech of Jewett's before the Detroit Convention, that the leading Hardware manufacturers of the country should, by concert of action, push prices up twenty per cent. further, even then believing they are not getting their just due. There is always room enough—at the top.

An English economist has discovered the reason why the British workmen are degenerating and the American forging to the front. He contends that ale is what ails them. These "mugs," as Jeffries would say, keep too full. We have long been thinking their mechanical excellence was dead, but never felt bitter enough to lay the corpse on the *bier*.

He turns over the seat in front of him so as to have the two seats in the car at his disposal, put his wife in one of them, taking the opposite one himself, and distribu ed two handbags and several packages picturesquely around in the remaining space; when suddenly looking into the rapidly-filling car in front, the lady raised her head and said, blandly, "George, I'm confident we can find better seats in the forward car."

Charles G. Kilpatrick, the clever one-legged trick and fancy cyclist, has been sojourning at the Point of Pines, where his riding act has proved to be a sensational hit. "Kill" claims to be the roughest rider of them all, and his "Rough Rider" costume, in addition to his daring exhibition in riding the steps, proved a big attraction to the thousands of pleasure seekers at this delightful resort.

The Lancaster Machine & Knife Works, Lancaster, N. Y., have just completed their new factory, which doubles their old capacity. They have increased their capital to $100,000, introduced the newest up-to-date machinery, added largely to their force of experienced mechanics, and feel they are now prepared better than ever before, to furnish their superior line of goods promptly. This important product includes machine knives, cleavers, and ratchet and plain bit braces.

Alder & Boyd, No. 37 Warren Street, New York, who are manufacturers' representatives for the export trade exclusively, have recently been appointed to act in that capacity by C. E. Jennings & Co., No. 101 Reade Street, New York. As this company have on the press almost ready for issuing, a new catalogue which illustrates their entire line in a very satisfactory manner, this is an opportune time in which to make an arrangement such as is contemplated above. The distribution of these catalogues to the export trade will be in the hands of Alder & Boyd, with best quotations for the territory sought to be covered.

Mike was colicky and cranky, but above all he could not sit up straight with his lumbago any more than he could double over with his trunk line disadvantages. The doctor left a dose for his stomach and a plaster for his back, with the clearest instructions to his good wife Bridget as to their proper disposition. Warming the plaster with care after the departure of the medical gentleman, Bridget applied it scientifically to the right angle of his well-developed back, and just at that moment another wave of pain threw a series of howls upon the air. This sudden effect of the application made her imagine an error, and running over to the physician, who was, fortunately, across the way, she said, with great emotion: "For the love of God, Docthor, come over and aize him. Shure I made a terrible misthake, for I put the belladonna plasther on his *back!*

It shows in what giant strides the world is progressing; that when the trans-Siberian Railway is completed it will make possible the girdling the world in less than half the time Jules Verne's seemingly improbable proposition counted on, which for so long a time has been the accepted standard. The Russian Minister of Railways declares that by the aid of the new railway the time required for different stages of the journey would be as follows: From St. Petersburg to Vladivostock, 10 days; from Vladivostock to San Francisco, 10 days; from San Francisco to New York, 4½ days; from New York to Bremen, 7 days; from Bremen to St. Petersburg, 1½ days. This programme gives an illustration of how small the world has really become since steam as a propelling power came into use. Distance has been annihilated and seeming impossibilities become possible.

Digitized by Google

HARDWARE

VOL. XIX. AUGUST 10, 1899. NO. 9.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
E. N. ROOT, - - - - Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

From all over the country come the most encouraging reports of the prospects for a continuance of the conditions surrounding business which have made the year 1899, so far, forever memorable in commercial annals.

Advancing quotations, made necessary in almost every instance by changes in prices that surpass in importance all previous fluctuations within so short a period, are being made on every hand. Those old conservative manufacturers blest with long stocks of metals bought at low prices, and who are still able to supply their specialties at nearly old prices, are few and far between. They must soon succumb to the general trend, and possibly enjoy for a season larger profits than their line of manufactures has been able to stand for many years, if ever.

The demand extending away back to the consumer is something unprecedented and covers every section of the country. Retailers are obtaining prices for their wares that are calculated on possible costs, which have only been announced, and at which many of their lines have not yet been purchased. The ease with which sales have been made, both by the retailers and the jobbers based on current quotation sheets have made the trade less critical as to the marked changes they in many instances have been forced to face; their principal apprehension having been their inability to obtain the supplies promptly with which to replenish stocks depleted beyond all sanguine expectations.

Stocks have been ordered on every hand fairly generous as to amount, a speculative feeling possessing the buyer that at the then current price anything left over would be worth carrying; but these same excess requirements have been used up in meeting the unexpected and unlooked for demand, and they find the warehouse floors and shelves so greatly in need of a replenishing of stocks that the manufacturer is working long hours and straining every nerve to fill his orders and the jobber is astonished to find at even this early date so many of his pet customers are anxious to take time by the forelock and get their fall stocks in running order, knowing how difficult it was during the spring to obtain a full supply from any of the sources within reach.

This unparallelled condition of prosperous affairs suggests to many jobbers the advantageous opportunity which it offers to bring the regular business down more nearly to a cash or "thirty days'" basis; more especially to make nails, rope, shot and other supplies on which profits are understood to be light and positively unremunerative in a close market, assume the conditions of net cash on delivery, with no discount and no thirty days' terms of payment.

Money in every trade centre is now in extremely favorable supply and no better time to inaugurate a change so radical as this could be selected. There has, until the present year, been too much laxity shown as to any fixed terms on which sales are made; a dealer had only to ask for extra time or a dating ahead, and he succeeded in obtaining it, if not from his regular source of supply, certainly from a zealous competitor anxious for his trade. Now, when they are all fighting for a supply of goods not always accessible, terms can be hardened with comparative safety, and the prospects are if this plan is followed it will result in making losses assume a smaller percentage and bring about a more interested feeling between the jobber and his customer that will prove of advantage to both.

Another thing in connection with the present state of affairs can be borne in mind by the jobber: this year has been the first in which his fears of the manufacturer being a competitor for his own trade have not been prevalent. With jobbers willingly offering large orders covering a big field of trade requirements, the manufacturer has been able to avoid the by-paths, the smaller towns, and the jobber and his representatives have had full sway. Now that the requirements for export trade have reached the importance witnessed at present on every hand it would look as though that element of weakness, the fear of the manufacturer, in figuring on the future fullness of a season's trade, would never again form part of the worry, apprehension and deterring influences which the jobber has had to contend with for more years than one cares to remember.

The manufacturer has and will have for a long time to come an abundant field to cultivate without any necessity whatever of reaching after the smaller trade, which has proved so demoralizing to both interests in the more recent past. This fact will enable the jobbing trade eventually to feel safe in demanding from their customers manufacturers' current quotations, and possess less inclination to cut prices when excess stocks are no longer counted among the perplexities and anxieties usually forming commercial environments.

Nothing Succeeds Like Success.

Every successful man knows the buoyancy of feeling, the self-confident mental exhilaration, which invariably accompanies successful achievement in any especial line. It is an electrical inspiration to greater effort, feeding ambition with hope and the heart with promises of golden opportunities, until the world seems full of joy, and clouds are nowhere to be seen to counsel caution.

This condition of affairs seems to be abundantly manifested on every hand at the present time. As one of our trade letters happily expresses it, "Electricity is in the air." It permeates every channel of possible profit. There is no place to-day for the slow-moving, cautious plodder in the plentiful paths of commercial supremacy, unless magnetism incites the venture, elec-

Digitized by Google

trical influences quicken the apprehension, and a love of labor makes glad every physical impulse. The plodder must give way to the ambitious leader of the present, who becomes the pacemaker in the race for superiority, and whose confidence in the future of the country's industrial strength is opening the ports of the known world.

Our Increasing Exports of Manufactures.

Manufactures are now forming more than one-third of our total domestic exports. During the last month they represented a percentage of 33.77 of the total domestic exports, during the three months ending with May they were 35.50, and during the fiscal year just ending they will form a larger percentage of our total domestic exports than in any preceding year, and exceed by many millions the total exports of manufactures in any preceding year. The fiscal year 1898 showed the largest exports of manufactures in our history, $299,697,354 and in the eleven months of the fiscal year 1899, the increase over the corresponding months of the preceding year has been $45,164,000, so that it is now apparent that the export manufactures in the fiscal year now ending will be about $335,000,000, as against the high water mark $290,697,354 in the fiscal year 1898.

Iron and steel continue to form the most important or at least by far the largest item of value in the exports of manufactures. In the month of May, 1899, the exports of iron and steel, and manufactures thereof amounted to $8,601,114, making the total for eleven months $84,873,842, against $63,235,029 in the corresponding months of last year, a gain in the eleven months of over $21,000,000. The recent advances in prices of iron and steel caused the belief that a reduction in the exports of iron and steel would follow, but certainly this has not been realized up to the present time, since the exportations of iron and steel in the month of May are 20 per cent. in excess of May of last year, while those of April are nearly 50 per cent. in excess of April, 1898.

Cuba, Porto Rico and the Philippines afforded a market for over $40,000,000 worth of Spanish goods per annum, according to a statement of the British Consul at Barcelona, just received by the Treasury Bureau of Statistics. About three-fourths of this amount was in manufactured goods, and considerably more than one half of this market was that of Cuba alone. According to the statement which Mr. Consul Roberts sends to the British Foreign Office, dated June 18, 1899, the exports of Spain to Cuba in 1896 amounted to 134,461,675 pesetas; to Porto Rico, 37,660,809 pesetas, and to the Philippines, 38,357,757, making a total of 210,480,241 pesetas, and accepting the value of the peseta at 20 cents, makes a total of $42,096,048. Consul Roberts expresses the opinion that Spanish manufacturers and dealers are not going to give up the markets of Cuba, Porto Rico and the Philippines without a struggle. He also intimates that other nationalities have in the past participated in the so-called Spanish trade with these islands by locating in Spain and thus getting the advantage of low tariff rates into the islands, which was originally given to commerce originating in Spain. On this subject he says: "In the year 1892 the Spanish customs tariff on manufactured goods was very considerably increased with the view of virtually giving a monopoly to goods manufactured here for exportation to the colonies; this, of course, gave an enormous impetus to manufacture in this province; factories increased largely in number, and the Catalan manufacturers grew rapidly rich. The only way in which foreigners who had good clients in the colonies could meet this competition and retain their markets was by starting factories in the country, the goods thus being manufactured in the peninsula, entering the Spanish colonies on the same terms as those of the Spanish manufacturers, whereas if shipped from England or elsewhere, the prohibitive duty rendered competition impossible; or by having a resident agent in this city who, purchasing from the Catalan manufacturers, exported the merchandise from here free of duty."

Banks Cannot Affix Stamps to Checks.

Having reference to the stamping of customers' checks by banks, Commissioner Wilson has written from Washington to Collector Treat, at New York, calling his attention to an article in a New York paper stating that the banks say they are advised by their attorneys that there is no section of the war revenue law forbidding the practice.

After quoting section 7, of the act, which makes it an offense punishable by a fine of $100 for any person to make, sign, or issue any bank check, as well as any other instrument requiring stamps, without first stamping the same, the Commissioner says:

"To permit the stamps to be affixed in such cases by the banks or any other person is really to condone the offense above denounced by law. The only way that a bank check or any other instrument issued without a stamp can be validated is by being presented to the collector for that purpose, under section 13, of the war revenue act, and section 3422, of the Revised Statutes. Therefore, instead of there being no law forbidding the practice of banks stamping bank checks presented to them unstamped, all the law there is on the subject forbids such practice in the strongest manner by a necessary implication."

The distribution of the product of the American Bicycle Co. has been under consideration, and the following statement is given, with President Smith, of the Indiana Bicycle Co., as authority:

The capitalization is $40,000,000, and forty-two bicycle plants have been absorbed at a cost of $31,000,000, leaving $9,000,000 for working capital, and to force out competition.

Under the agreement, each factory will hereafter make but one grade of wheels. All tires will be bought of the Rubber Goods Co., which has absorbed the principal rubber factories of the country not owned by the la ger bicycle plants, and all seamless tubing will be provided by a Cleveland company, capitalized at $8,000,000, which will form part of the Trust.

The automobile patents controlled by the Indiana company pass into the possession of the Trust, and it is predicted that electric automobiles can be made very cheaply.

It is believed in Chicago that the wire nail combine will have competition of importance within a few months. A big rod mill is under construction by the Grand Crossing Tack Co., and it is expected to have the mill ready by January 1st to turn out daily 100 tons of rods to be converted into nails. A refusal to sell the tack company rods, which is expected to be given by the wire nail combine when the former's contracts with the latter expire, is the reason for the undertaking. The new plant will have one-seventh of the total capacity of all the mills of the country. For this purpose an increase of $125,000 in the capital stock of the Grand Crossing Tack Co. was made recently.

Those desirous of purchasing an established business in a fine Southern city, will find in our advertising columns, under the heading "For Sale," an admirable opportunity. The stock is a desirable one and in good condition; the store is eligibly located and with a moderate rent.

The Gormully & Jeffery Mfg. Co., of Chicago, are shipping quantities of bicycles to Liverpool.

Digitized by Google

Reading Hardware Co.'s New Catalogue.

The Reading Hardware Co., Reading, Pa., have just issued from the press one of the most important catalogues they have ever gotten out. It is designed more particularly from the standpoint of an architects' catalogue, covering extensively all the varieties and styles of Hardware necessary for filling the specifications emanating from an architect. It is a catalogue of 448 pages, measuring 9¼x6½ inches, on heavy coated paper, and filled with illustrations of the most artistic character. They are admirably printed, and the contents are arranged in such a manner that there is no excuse for anyone consulting it to go astray in the number of articles made of any special design, or in the list prices which are printed on the same page, or in the technical description in regard to sizes and corresponding numbers which is usually so essential in a catalogue, and yet rarely provided for in as simple a manner as is done in the one under consideration. The catalogue is much reduced in bulk, from the previous catalogues issued by this company, lines of goods having been condensed on single pages, where previously they occupied several; and the illustrations throughout being almost invariably one-third size, makes an extremely portable volume and one which will undoubtedly become very popular.

The frontispiece to the volume is an illustration of their extensive works at Reading, Pa. The general index is followed up by an index of designs, which number upwards of fifty, and give on the same page, the pages in the catalogue where the escutcheons, lock sets, store-door handles and cabinet trimmings that are made in this same design, can readily be found. This is a great convenience, and is in very compact shape. Following this page is a numerical index of locks and latches, covering the entire line shown in this catalogue with the pages noted upon which each article may be found. Engravings showing right-hand and left-hand doors and indicating right-hand and left-hand reverse bevel are also given, in order to facilitate a clear expression of the buyers' wants when ordering goods. This is followed by a page covering their various finishes which represent about fifty different styles, the difference between which can be readily understood from the description. Certain classes of information are given in this catalogue as referred to above, which have not always been given in previous issues, such as thickness of case, width of front, and from the front to the centre of escutcheon, all of which are indicated in a very complete manner, as well as many other items of intelligence that will be appreciated by those who use it.

In this catalogue will be found a great many new designs under the names, among others, of Hampton, Berkley, Quincy, Majestic, Verdon, Rocroy, Beaumont, etc. A number of designs are shown in groups or schools, which include styles corresponding to the periods of the Empire, Louis XIV, Louis XV, Louis XVI, Italian Renaissance, German Renaissance, Romanesque, Gothic, Greek, Colonial, etc.

The company are to be congratulated upon having issued a catalogue that will greatly facilitate ordering, and will undoubtedly be appreciated by the Hardwaremen handling their line of goods.

Rolling Mills Combine.

The Wheatland Rolling Mill and the Coleman-Shields Mill have been combined under the name of the Continental Iron Co., and capitalized at $200,000. The main offices will be located at Niles, O. and the mills will employ from 500 to 600 men. It is understood that the Continental Iron Co. will operate its mills independently of the combine.

The Stanley Works, of New Britain, Conn., are about to ship many lots of their wrought steel shelf brackets to England, South Africa and Australia.

Our Increasing Exports.

Of the remarkable growth in our exportations of manufactures during the fiscal year just ended, that of the manufactures of iron and steel is the most striking. The total increase in our exports of manufactures during the year, as shown by the figures of the Treasury Bureau of Statistics, is in round numbers $48,000,000, and of this increase, $33,000,000 is in manufactures of iron and steel. The total exports of iron and steel and manufactures thereof in the fiscal year 1899 were $93,715,951, against $70,406,885 in 1898, $57,497,872 in 1897, $41,160,877 in 1896, $32,000,989 in 1895, and $29,220,264 in 1894. It will thus be seen that the exports of manufactures of iron and steel in 1899 were more than double those of 1896 and more than three times as much as those of 1894.

On the other hand, the imports of manufactures of iron and steel continue to fall, having been during the year but $12,098,239, against $25,338,103 in 1896 and $53,544,372 in 1891. Thus, while the exports of iron and steel have been steadily growing, the imports have fallen, so that they are now less than one-half what they were in 1896 and about one-fifth what they were in 1891.

All the classes of manufactures of iron and steel have shared in the growth and popularity abroad, but this is especially marked in the higher grades of manufactures, such as steel rails, railway engines, builders' Hardware, machinery of all sorts, and especially those used in manufacturing. The number of railway engines exported during the year was 517, against 468 in 1898, 338 in 1897, 261 in 1896, 252 in 1895, and 142 in 1894, while the value of the exports of locomotives in 1899 was $4,728,748, against $1,028,236 in 1894.

Of the 517 railway locomotives exported during the year, 99 went to Russia, 69 went to Japan, 61 to China, 59 to Mexico, 50 to Canada, 36 to British East Indies, 25 to England, 23 to Sweden and Norway, 20 to Brazil, 14 to the West Indies, and 11 to Africa. One interesting feature of this large exportation of locomotives in 1899 is that 211 of the 517 exported went to Asiatic countries.

The following table shows the exports of manufactures of iron and steel during the year 1899, compared with those of the preceding fiscal year.

	1898.	1899.
Machinery, not elsewhere specified	$13,336 930	$18,722 251
Metal working machinery	4,618,683	6,491 586
Pipes and fittings	3 092,016	5 874,228
Steel rails	4,614,376	5,298,125
Locks, hinges, etc	3,907,796	4,898,752
Locomotive engines	3 883,719	3,728,748
Wire	2,593,306	3,831,180
Pig iron	2,729,995	3 311,295
Sewing machines	3,136,364	3,264,344
Saws and tools	2,430,536	2,943,620
Electrical machinery	2 052,564	2,736,110
Pumps and pumping machinery	2 023,034	2,710,654
Typewriters and parts of	1.902,153	2,449,205
Structural iron and steel	1,183 482	1,759,088
Steel sheets and plates	354,579	1,634,866
Other steam engines	1,333,619	1,481,523
Castings	804,975	1.055,525
Scrap iron	632,334	1,041,229
Wire nails	458,787	973,434
Bars or rods of steel	470,052	944,874
Billets, ingots and blooms	290,727	882,700
Shoe machinery	805,788	853,036
Printing presses	874,515	847,006
Firearms	672,223	681,440
Cut nails	612,234	604,215
Rods	330,022	580,490
Stoves and ranges	382,080	503,739
Scales and balances	343,200	390,214
Bar iron	163,261	365,144
Iron sheets and plates	182 809	324 747
Cutlery	156,558	196,040
Other nails, including tacks	245,722	286,947
Safes	87,614	145 349
Iron rails	37.150	141 706
Car wheels	129,446	132,124
Hoop, band and scroll	47,327	107.703
Tin plates, terne plates, etc	962	10,045
All other manufactures of	9,305,977	10,450,779
Total manufactures of iron and steel	$70,406,885	$93,715,951

Twenty locomotives from the Baldwin and the Schenectady Locomotive Works will be shipped to England in the steamship *Nutfield* of the Lambert & Hope Line. This shipment makes something over sixty American locomotives that have been shipped to England in the past year. The engines are for use in the freight division of the Midland railway in England.

Digitized by Google

Interesting Railway Accident Statistics.

The following list of railway accidents looks formidable enough, although one passenger killed out of every two and a quarter millions carried is not so bad a showing.

The total number of casualties to persons on account of railway accidents during the year ending June 30, 1898, was 47,741. The aggregate number of persons killed as a result of railway accidents during the year was 6859, and the number injured was 40,882. Of railway employes, 1958 were killed and 31,761 were injured during the year covered by this report. With respect to the three general classes of employes, these casualties were divided as follows: Trainmen, 1141 killed, 15,645 injured; switchmen, flagmen and watchmen, 242 killed, 2677 injured; other employes, 575 killed, 13,439 injured. The casualties to employes resulting from coupling and uncoupling cars were: persons killed, 279; injured, 6988. The corresponding figures for the preceding year were: killed, 214; injured, 6283.

The casualties for coupling and uncoupling cars are assigned as follows: Trainmen, killed, 182; injured, 5290. Switchmen, flagmen and watchmen, killed, 90; injured, 1486. Other employes, killed, 7; injured, 212. The casualties resulting from falling from trains and engines are assigned as follows: Trainmen, killed, 356; injured, 2979. Switchmen, flagmen and watchmen, killed, 50; injured, 359. Other employes, killed, 67, injured, 521. The casualties to the same three groups of employes caused by collisions and derailments were as follows: Trainmen, killed, 262; injured, 1367. Switchmen, flagmen and watchmen, killed, 13; injured, 69. Other employes, killed, 38; injured, 367.

The number of passengers killed during the year was 221, and the number injured was 2945. Corresponding figures for the previous year were 222 killed and 2795 injured. In consequence of collisions and derailments, 72 passengers were killed and 1134 passengers were injured during the year embraced by this report. The total number of persons, other than employes and passengers, killed, was 4680; injured, 6176. These figures include casualties to persons classed as trespassers, of whom 4063 were killed and 4749 injured. The summaries containing the ratio of casualties show that 1 out of every 447 employes was killed and 1 out of every 28 employes was injured. With reference to trainmen—including in the term enginemen, firemen, conductors and other trainmen—it is shown that 1 was killed for every 150 employed and 1 was injured for every 11 employed. One passenger was killed for every 2,267,270 carried, and 1 injured for every 170,141 carried. Ratios based upon the number of miles traveled, however, show that 60,542,670 passenger-miles were accomplished for each passenger injured.

Experiments are being carried out in the United States to test the applicability of electroplating to the hulls of vessels. The hull of a sea-going tug which was electroplated in February, 1895, has recently been examined and found to be free from barnacles or marine growth of any kind. During the past year she has been in the lower waters of the Chesapeake, and while other tugs were hauled out every four weeks, this tug remained constantly at work.—*The Engineer.*

A new building material is coming into use in some parts of Germany. It is termed keramo, and is said to be made of powdered glass waste, devitrified, and molded under high pressure. The center of the industry is at Penzig, Silesia. The price is given at $1.60 per square yard. The material is weather proof, fire proof and acid and grease proof, is opaque and of different colors to suit individual tastes. There should be a good demand for such material, as it is tough and practically indestructible.—*Ex.*

Bommer Bros. New Factory.

Bommer Bros, manufacturers of the well-known Bommer Spring Hinges, have removed to, and are now completely installed in their new factory building, Nos. 257 to 271 Classon Avenue, Brooklyn, N. Y. The main building has an abundance of light on all sides, is in dimensions 60x120 feet in size and four stories in height, situated on a plot 200x100 feet. The engine and boiler rooms, storage for coal, etc., being located outside and separate, shows that the factory is in every respect modern in design, and of slow-burning mill construction. Every precaution of tried value, such as automatic sprinklers, etc., has been taken to minimize all fire risk, and special pains were taken to secure good light, perfect ventilation and superior sanitary surroundings for the employes.

The power plant, consisting of a battery of Bigelow high pressure boilers, is arranged for either forced or natural draft, and a Watts-Campbell 100 h. p. Corliss engine is working perfectly. The building also contains fireproof vaults for the storage of dies and special tools. Bommer Bros., with their largely increased facilities, hope to be enabled better than ever before to give prompt attention to the demands of their patrons. They feel very thankful to the trade for the liberal patronage of the past, and say they will do their level best to continue to merit the same.

Stover Mfg. Co.'s Improvements.

The Stover Mfg. Co., Freeport, Ill., have decided to erect a large plant, especially for the manufacture of their line of implements, consisting of wind mills, grinding mills, etc. They will begin operations upon the factory at an early day, and have it ready for use by the first of next year. At the present time they are crowded out of their present quarters by a volume of business entirely too large for it.

In establishing a new plant especially for the lines above mentioned, they intend utilizing the present plant for the Hardware part of their business and will give employment to a largely increased number of men, and will also increase their efforts in the field of publicity.

The buildings designed to be erected by them, will be of a substantial character, composed largely of stone, brick and steel, and will be mainly one story high. The plant in its entirety will cover about five acres to start with, and will be constructed on plans laid out so as to admit of future expansion when it becomes necessary. Some of their lines they have been obliged to buy outside in many instances for the want of sufficient factory room, but with the new plant they will be enabled to manufacture all of their lines of specialties in quantities sufficient to meet the wants of their growing trade.

Order Suspending Use of Hektograph Revoked.

A delegation of New York importers called on Assistant Secretary Spaulding, of the Treasury at Washington, July 6th to protest against the department's circular issued in April last prohibiting the use of the hektograph, copygraph, chromograph or similar devices in reproducing invoices. In connection with this order the Secretary of State instructed United States Consular officers abroad to refuse authorization of invoices made out by any of these means.

The delegation represented to Assistant Secretary Spaulding that the order imposed not a little hardship on shippers and importers, and that a modification of the order was necessary to facilitate their business. After hearing the complaint Assistant Secretary Spaulding decided to revoke the order, but it is still required that inventories shall be made with permanent inks, so that their value as official records may not be impaired.

Hobart B. Ives & Co., of New Haven, are shipping sash locks and window Hardware specialties to England.

Digitized by Google

The Cradle Season of 1884.

"There is a reminder of the summer of 1884," said a man from an agricultural implement warehouse as hurrying to catch his suburban train he paused at a crossing while an express wagon filled with old-fashioned cradles pulled deliberately past. These were not "cradles of the deep," nor the swaying, rocker-furnished receptacle for babies which an earlier generation enjoyed, but the cradles used in harvesting wheat. And they were getting out to the country in response to a small, lingering demand that survives from the era when King harvesting machines and twine binders were unknown.

"The summer of 1884," said the implement man, "was very wet. It rained almost every day from March to July. The lowlands were flooded. The 'Sni bottoms' along the Illinois and Mississippi rivers were great lakes. The fields were so soft no wheels could be driven upon them; and makers of machine harvesters lost thousands and thousands of dollars. The demand for cradles came with a rush, and factories worked night and day to supply them. Every bit of machinery for turning the long wooden 'fingers,' for making the scythe blades, for bending the 'snath,' had to be built and installed. Never was such a record for quick work among the manufacturers. Carloads by the hundred went hurrying out of Chicago as June drew to a close, and the whole country was supplied. Not ten per cent. of the wheat of 1884 was cut by machines. Practically all of it was gathered by hand. And the old-fashioned 'cradler was dead or forgotten. His sons had to remember the big stories of 'cutting wide swaths' and go in at an unusual occupation. It was not a big harvest that year, but it was more trouble to the farmers than to anyone else. Wheat sold that season, I think, rather lower than in any year since the war—until Cleveland and hard times set a new figure. Cradles! I had almost forgotten them.—*Chicago (Ill.) Post.*

American Cranes for English Gun Factory.

The Brown Hoisting & Conveying Machine Co., of Cleveland, O., has just closed a contract, through W. A. Stadelman, its Eastern representative, for two electric battleship cantilever cranes and trestles, and the same number of electric cantilever yard cranes, for the works of Vickers, Sons & Maxim, Limited, of Sheffield, England.

This will be the largest shipment of cranes ever made to England from this side, and by far the biggest plant ever erected there. The contract calls for the use of no less than 6000 tons of material, and will be worth some $350,000.

Other orders recently received by the company include a large plant of Brown Standard bridges for unloading ore at Malmoa harbor, Sweden, and a duplicate of the above equipment for another harbor in the vicinity of Stockholm. The first order was received direct, and the other was obtained through Graham Bros., of Stockholm, who acted on behalf of the Swedish government. The value of these two contracts amounts to more than $80,000.

The Brown company, which is the largest concern of its kind in the world, is stated to have European orders on hand for more than $1,500,000, which is sufficient, coupled with exceedingly heavy domestic demands, to keep the works busily engaged for the next two years, notwithstanding that the employes are working day and night, the fires not having been banked for several weeks.—*N. Y. Commercial.*

The Shryock-Johnson Mfg Co., who advertise themselves as "Inventors of Sellers for the Jobbing Trade," have removed from corner of Broadway and Washington Street, to No. 507 North Second Street, St. Louis. They advise us that they would be pleased to receive catalogues and prices from manufacturers of house furnishing specialties and novelties.

Recent Trade Publications.

The Bevin Bros. Mfg. Co., East Hampton, Conn. Catalogue of sleigh bells and kindred goods. A completely illustrated pamphlet of seventy-five pages with new discounts suitable for the current season.

The Lalance & Grosjean Mfg. Co., New York, catalogue of Agate, Nickel-steel, Pearl agate and other enameled wares. A completely illustrated pamphlet of 125 pages under date of July, 1899.

The Philadelphia Lawn Mower Co., Philadelphia, envelope catalogue of Genuine Philadelphia Pony and Horse Lawn Mowers.

The Waterbury Rope Co., New York, special catalogue covering the line of their manufactures, with very interesting articles on rope and rope-making, ancient and modern, from the fibre to the finished article. Handsomely illustrated, and of great interest to anyone interested in their product.

The Waterbury Rope Co., New York, envelope catalogue and new list of wire rope and fittings.

Cronk Hanger Co., Elmira, N. Y., envelope catalogue of twenty-eight pages, covering the entire line of their productions of barn door hangers, rail, plyers and pruning shears, and lawn and garden rakes, etc.

The Plume & Atwood Mfg. Co., New York, very handsomely illustrated catalogue of 24 pages giving illustrations of metal lamps of latest description manufactured by them. Illustrating modern goods, red, green or Rookwood body, to be trimmed with decorated amber globes. Also styles in old brass and Japanese bronze, verd antique, and oxydized silver.

The Sedgwick Machine Works, Poughkeepsie, N. Y., catalogue "D" of automatic lock dumb waiters, hand elevators and other hoisting appliances from domestic purposes to those desired for warehouses or carriage elevators. It is a very admirable catalogue for this line of goods.

J. B. Colt & Co., Nos. 3-7 West Twenty-Ninth Street, New York, finely illustrated catalogue consisting of sixty pages, illustrating acetylene gas apparatus and accessories, this catalogue being Part III of a series. It is a very handsome pamphlet completely illustrated, with numerous dwelling houses already in possession of the apparatus described therein, making it an extremely interesting publication for those interested in the subject under consideration.

The Russell Jennings Mfg. Co., Deep River, Conn., handsomely illustrated catalogue on coated paper of twenty four pages, showing their complete line of boring implements known to the trade under the name of the "Russell Jennings," including auger bits, dowel, boat and hand-rail bits, car bits, and machine dowels both round and square shank, machine bits in large variety, and machine augers and countersunk bits, bung boring bits, carpenters', millwrights' and ring augers. It is the most complete line ever given by them in the pages of a catalogue, making it a very important publication for the Hardware dealer to request.

The assistant secretary of the Bissell Carpet Sweeper Co. is again on deck with an announcement to the jobbers for the fall trade. He makes a very handsome offer in the circular letter announcement which was sent out August 1st with enclosure of order blank, which we think will be found very acceptable to buyers. The Bissell Co. are fully up to date as to the demands and necessities of the trade, and their many progressive movements at all times are very marked. The announcement just mailed should meet with a gratifying response.

Digitized by Google

HARDWARE TOPICS BY THE WAY.

Don't be a clam—nor a Paty du Clam—for a perversion of the truth is worse than silence that betokens ignorance or rot.

Press dispatches of a Wall Street lining speak of rusty grain in the new crops. It needs an iron constitution to digest such news in the face of the truth to the contrary. A crop without rusty grains is a crop that has never been harvested. But, go ahead! Run up grain prices! The farmers can stand it, and a little rust with our bread may steel our nerve.

Trust does not mean "bust" to the man who knows how to mind his own business and take care of his opportunities.

I wager England against a German-made knife that America's future commercial supremacy will be based on the combines now coming into existence. The trusts will fully eradicate that *far niente*, tired, conservative or indifferent feeling which now inhabits our commercial soul. The trusts will bring out the full scope of Yankee ingenuity and enterprise. The trusts will pit brain against brain, muscle against muscle, the weak against the strong. Individuality has its virtues, but under favorable conditions it degenerates into selfishness, haughty pride, unworthy greed, which in the end even obscures the patriotic impulse, and amalgamates with un-American conditions—in short, becomes foreignized. Give the trust its due. Don't prejudge. Time, alone, is the great equalizer.

Who'd ever "think" it! That that mosquito-ridden commonwealth of New Jersey, burlesqued as being "out of the United States," should produce a town that will Trentonize our whole commerce and trade! When New Jersey is rebaptized Trentonia, our geologists will probably find ways and means to straighten out the peculiar malformation of its circumference.

Why not dramatize this yaller sheet dry fuss into a Dreyfusiade and Filipinade, and give us the necessary time to properly receive our own Dewey, who has escaped from a devil's island on his own ship without fuss and feathers, and no morbid intentions of becoming a court-martial hero. I'll be Deweyfied if he won't beat the whole string of sudden heroes without Hobsonizing his opportunities of stepping into the halo of George Washington.

I am drifting out of the Hardware sphere, but my readers will make allowances for the incubus brought by a "white man's burden" during dog days.

There was an apprehension felt in certain quarters that pig iron would "hog" the whole iron market, but the furnaces were not reckoned with by the price-stuffing prophets. The industrial volcanoes of America can do wonderful things once they are given their quota of action.

They say Edison is about to bring out an auto-baby-carriage, baby auto-mobile or infantile auto-car. Trust it will have no graphophone attachments, for baby's language, poetic, lyric and prosaic, is as yet unintelligible to us, and therefore, disinteresting. Tete-a-tetes between the nurse and park policeman are often in the vernacular. But the Wizard will probably have a tubular attachment to receive the lung momentums of the occupant when aroused, and use it as propelling power.

Fishhooks and minnows! But this has been an active season for fishermen's paraphernalia! In fact, sporting goods of all descriptions enjoyed an unprecedented demand—all indicative of more prosperous times. When the American enjoys himself without stint, you may rest assured he feels he can afford it. And no calamity surroundings would infuse such a feeling.

Trusts cure dyspepsia. Just keep on bothering your head about them, and the undertaker will hand you a pratique for the dark river.

It is not uncommon now to find German commercial catalogues or price lists in American hotels. The American-made articles are generally in fat type. They are just as proud of the "American-made" trade phrase over there as we are unproud of the "German-made" over here.

Go abroad, young man! Expand with the new American policy, is the improved Greeley of it. If it were not a hyphenated outgrowth, I'd term it "Hanbyish."

Some of these days are corkers. Don't look askance at a man if he, by mistake, produces a corkscrew instead of the pass key. Both instruments are related, anyway. They both key up.

A Kentucky dealer placed one of these new-fangled steam painting devices in front of his store by way of novelty. While he was about fixing up a danger sign, the ambulant Kentuckians had a high old time trying what they thought to be a new chemical fire engine. Oh, yes, it worked perfectly! So did several revolvers. The dealer will have to keep shop gratis for a whole year, before all feud expenses are condoned for.

Picnic gratuities such as the Jeffrey Company, of Columbus, Ohio, is wont to tender its employes, are the *sine qua non* feature which cements the relations between employer and employe. Such generosity is worthy modeling after.

The new condition workman is not a striker. He has learned to think for himself and weigh his own fate. The agitator has almost concluded to go to work for want of sympathy and usefulness.

The advance fall trade is full of happy omens. Aye, the dog days may be rough on friendly smiles, but there isn't a misanthropist among them—nary an one.

Cleveland, O., Aug., 1899. JOHN B. RINDFLEISCH.

The gross earnings of the railways of the United States, covering an operated mileage of 184,648.26 miles, were $1,247,325,621 for the year ending June 30, 1898, being greater by $125,235,848 than the corresponding item for the fiscal year preceding. The operating expenses during the same period were $817,973,276, being an increase of $65,448,512 as compared with the year 1897. The items comprised in gross earnings from operation for the fiscal year under consideration were: Passenger revenue $266,970,490, increase as compared with the previous year $15,834,563; mail $34,608,352, increase $853,886; express $25,908,075, increase $1,007,009; other earnings from passenger service $7,224,000; freight revenue $876,727,719, increase $103,878,405, other; earnings from freight service $4,683,205 increase $473,548; other earnings from operation, including a few unclassified items, $31,203,780.

Digitized by Google

Export Notes.

The Pittsburg Reduction Co., of Pittsburg, will export 200 cases of aluminum to St. Petersburg.

The Union Fence Co., of De Kalb, Ill., are shipping quantities of poultry fencing to Swedish ports.

C. E. Jennings & Co., of this city are shipping a number of lots of miscellaneous Hardware to Yokohama.

The United States Radiator Co., of Dunkirk, N. Y., are shipping large quantities of radiators to Hamburg.

The Skinner Chuck Co., of New Britain, Conn., are shipping many lots of chucks and other specialties to Yokohama.

The Pittsburg Shovel Co., of Pittsburg, are about to ship two carloads of shovels to Yokohama and Kobe, Japan.

The New Jersey Wire Cloth Co., of Trenton, N. J., have been shipping quantities of steel wire screen cloth to Beirut, Syria.

The Niles Tool Works, of Hamilton, O., have ready for shipment 40 cases of heavy machine tools of various descriptions to Berlin.

The J. S. Fay & Egan Co., of Cincinnati, are about to ship several cases of wood working machinery to A. W. Horne, Nagasaki, Japan.

The H. W. Johns Mfg. Co., of this city, are shipping large quantities of asbestos to the Deutsche Asbest Gesellschaft, Duisburg-on-Rhine, Germany.

The Norton Emery Wheel Co., of Worcester, Mass., have been making heavy consignments of emery wheels to Schuchardt & Schutte, of Berlin.

E. & T. Fairbanks & Co., of St. Johnsbury, Vt., recently shipped several cases of scales and weigh bridges to Sydney, Australia, and Para, Brazil.

Quantities of the American brand of wringers are being exported to Gothenburg, Sweden. The orders are principally placed through Hammacher, Delius & Co., of this city.

The B. F. Sturtevant Co., of Boston, are about to ship a small lot of forges for use in the temporary machine shops on the Port Arthur section of the Chinese Eastern Railroad.

The Hay-Budden Mfg. Co. are supplying 40 anvils weighing 300 pounds each, for use in the temporary machine shops on the Port Arthur section of the Chinese Eastern Railroad.

The Sedgwick Machine Works, of Poughkeepsie, N. Y. have made a big shipment of hand elevators and dumb waiters, which are intended for use in one of the leading hotels in Amsterdam.

The Marseilles Manufacturing Co., of La Salle, Ill., have ready for shipment several cases of windmills to Johannesburg, South Africa. The orders were obtained through Flint, Eddy & Co., of this city.

Chas. A. Schieren & Co., of this city have secured a contract for the supply of all leather belting needed for the machine shops now being built for temporary use on the Chinese Eastern Railroad. The first order of $1000 worth is ready to be shipped to Vladivostok.

The Van Wagoner & Williams Hdw. Co., of Cleveland, have received an extensive order for its specialties, to be used on the Port Arthur section of the Chinese Eastern Railroad. The order was secured through the M. S. Friede Co.

The Brown & Sharpe Mfg. Co., of Providence, recently shipped No. 3 plain milling machines with oil pumps to Antwerp. Several cases of various specialties were also forwarded to Schuchardt & Schutte, of Berlin, and Laude & Fils, Havre.

The Peck, Stow & Wilcox Co., of Southington, Conn., are supplying the tinners' tools and machinery used in the temporary machine shops on the Port Arthur section of the Chinese Eastern Railroad. The order was obtained through the M. S. Friede Co.

Edward Miller & Co., of Meriden, Conn., have ready for shipment a big consignment of brass and gilt parlor lamps, founts and so forth, to go to Birmingham, England. American lamps, it is evident, are making serious inroads into the English domestic and foreign trade.

Many lots of mining machinery are being shipped to Japan. These shipments average 200 tons per steamship. They are principally made by Fraser & Chalmers, Ltd., of Chicago, and the Toledo Foundry Co. The orders are secured through Middleton & Smith, of this city.

The Cleveland Twist Drill Co., of Cleveland, have received an initial order for a $2000 lot of twist drills and small machine tools for the temporary machine shops on the Port Arthur section of the Chinese Eastern Railroad. The order was obtained through M. S. Friede & Co., of this city.

The Nicholson File Co., of Providence, have secured the contract for supplying the files needed by the temporary machine shops on the Port Arthur section of the Chinese Eastern Railroad. The order, which was received through the M. S. Friede Co., calls for an immediate delivery of a $2000 shipment. The full value of the contract it is understood, will be $6000.

The Brown & Sharpe Manufacturing Co., of Providence, number among its last month's shipments two No. 4 automatic gear cutting machines, with oil pumps, which were forwarded to Bremen. Some No. 3 plain milling machines went to Wanderen & Fahrenwerke, of Berlin. A No. 4 automatic milling machine, complete with oil pump, was exported to London, and a No. 3 plain milling machine, with oil pump, to Antwerp.

One good thing to be said of the trusts is that they have already contributed several million dollars to the Federal Treasury under the stamp act. All the bonds and mortgages and all the certificates of stock issued by the numerous industrial combinations of every description must be provided with stamps, which in several instances have amounted to several thousand dollars. In the formation of these monopolies in New York the stamps required for one transaction amounted to $95,000, another to $65,750, and in a third to $57,200.—*Philadelphia Record.*

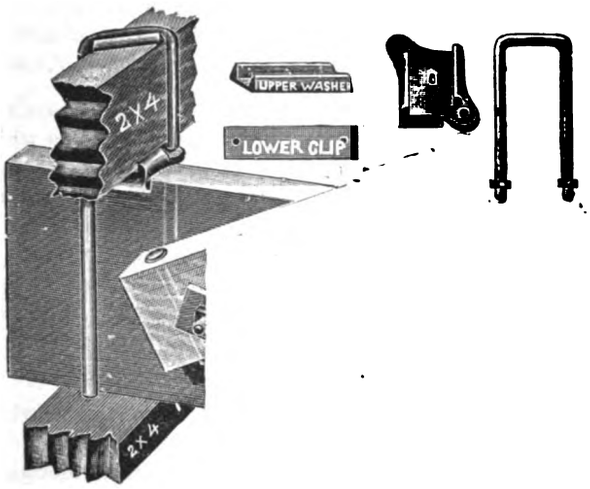
A vase cut from a single emerald has been preserved in a cathedral of Genoa, Italy, six hundred years. Its dimensions are; Diameter, 12½ inches: height, 5¾ inches. Every precaution is used to insure its safekeeping. Several locks must be opened to reach it, and the key of each lock is in the possession of a different man. It is publicly exhibited very rarely, and then only by order of the Senate. A precautionary decree was passed in 1476 forbidding all persons to approach the priceless treasure too closely. An antiquarian advances the theory that it was one of the gifts made Solomon by the Queen of Sheba, and has written a book to prove his assumption. It is difficult to believe that so large an emerald has ever been found, and it would be interesting to hear the verdict of a gem expert after he had carefully examined the vase.—*Ex.*

Digitized by Google

NEW GOODS AND SPECIALTIES.

Wenzelman's Hay Rack Brackets and Clamps.

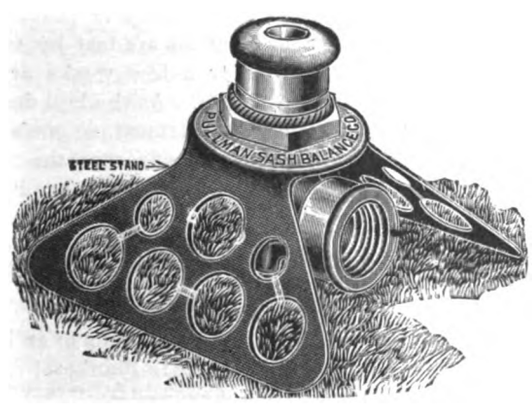
The Wenzelman Mfg. Co., Streator, Ill., are placing before the Hardware trade an excellent device in the way of a Hay Rack Bracket and Clamps, well worthy of the attention of the dealers who are interested. With a set of these brackets and clamps, as will be noted in the illustration we present herewith, a farmer can erect a neat and



strong hay rack without the necessity of boring holes through its main framework, making a stronger and lighter rack than would be possible by using bolts. By using these clamp bolts, the bolt never turns and can readily be tightened when necessary. The brackets are set at such an angle as to make the rack narrow in front, which enables a much shorter turn to be made with a team. The metal bracket has flanges ⅜-inch high to receive the upper 2x4 inch flanges, extending ⅜-inch down over the 2x8-inch studs, in order to enter the 2x4 and 2x8 inch, to keep them from slipping; it forms a longer bearing surface, and adds much strength and rigidity to the frame work. They are furnished in sets complete by the manufacturers, who will name an attractive introductory price that will soon make them popular with the trade.

Pullman Lawn Sprinkler.

The Pullman Sash Balance Co., Rochester, N. Y., A. G. Sherman, agent, No. 14 Warren Street, New York, are



manufacturing the Pullman Lawn Sprinkler, which is illustrated herewith. Although somewhat similar in appearance to one previously made by this company, some modified improvements have been introduced greatly increasing the efficiency of the umbrella spray delivery, which is now claimed to cover 500 square feet under ordinary pressure. The nozzle and other parts, excepting the black enamelled sheet steel stand, are made of cast brass, finely nickeled. In addition to its use as a lawn sprinkler, by removing the upper portion and attaching the tip directly to the hose in the same way as an ordinary nozzle, it can be used for spraying bushes, shrubbery, etc. A steel pin 3-16x4 inches in size, is delivered with each sprinkler, so that one end, which is threaded, can be screwed into the brass work underneath for the purpose of sticking the spike in the ground or on terraces or other angular places, where the stand would not be level. In such cases the stand can be quickly removed, when desirable, or even used as it is.

The "Maserir-Losch" Absorbent Graining Paper.

The Brainerd-Tanner Co., No. 90 Chambers Street, New York, have been made sole agents for the Maserir-Lösch,



FIG. 1.

which is an absorbent graining paper, which the agents state is meeting with a steady sale. The paper is not a transfer paper, but is of the nature of a prepared blotting paper, which is always used dry, the wood graining being always printed thereon. Fig. 1 shows the mode of application. After a coat of oil color is given to the surface which it is designed to grain, it is painted over again with a sap color or graining stain. The imprinted portion of the graining paper absorbs the sap color, while the printed parts which show the various wood grains are prevented by a chemical used in its preparation from absorbing the color. The natural grain left upon the surface can be softened if desired. The grain of every variety of hard wood used in building and cabinet work can be easily reproduced by these simple methods. A large number of grainings can be made with a single copy of the absorbent paper, each having a different appearance. The paper is put up in the usual widths of wall paper, and in rolls of

Digitized by Google

sixteen different kinds of primary grainings. Much time is saved by the use of this paper which does not require wetting. In the illustration that accompanies this article,

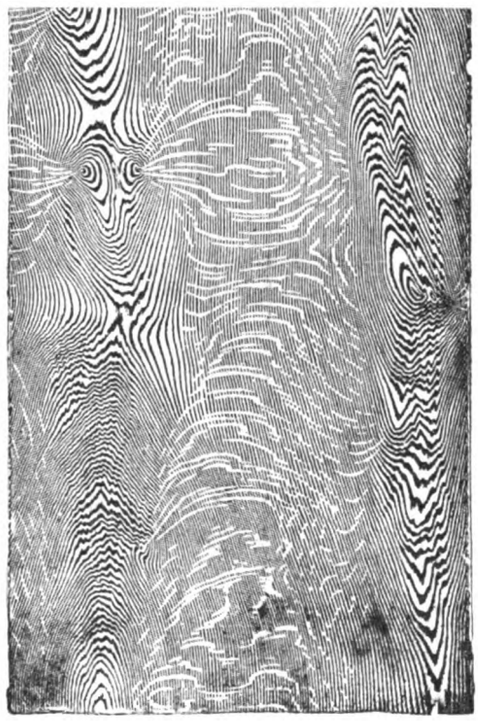
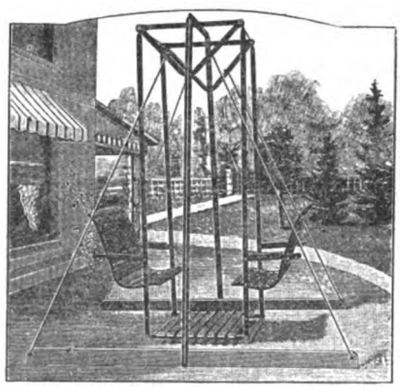


FIG. 2.

an oak grain is shown—see Fig. 2—of which six varieties can be furnished. Samples of the entire sixteen styles will be mailed upon request.

The Kingman Steel Swing.

Kingman & Co., Peoria, Ill., with branch houses at St. Louis, Kansas City, Omaha and Des Moines, are placing on the market the steel swing illustrated herewith. It is made in two sizes, for two or four persons, very graceful in appearance, and is claimed to be as strong as it is possible to make a swing under the most improved construc-



tion. It is referred to as having all the special advantages of the wooden swing also made by them, but being an improved and up-to-date article of steel construction, occupies less space, and is possessed of many additional advantages. If so ordered, awnings can be furnished for either style of swing manufactured by the above firm at a slight advance in price.

Anderson Bros., No. 394 Grove Street, Jersey City, N. J., who have for a number of years been engaged in the steam heating, plumbing and sheet metal business, have recently become incorporated as Anderson Bros. Co., with John Anderson, president; W. J. Anderson, vice-president, and Robert Anderson, secretary and treasurer.

Puerto Rico's trade with the United States in 1893 was $6,500,000; in 1897, $4,100,000. Its trade with Spain in 1893 was $8,700,000; in 1896, $12,700,000.—*Exchange.*

Advertisers' Corner.

Advertising will not work miracles. It will not make a badly managed business pay. It is not a substitute for careful buying, cash discounts, wise arrangements or effective organization. You must have the right article, purchased or manufactured to the best advantage, handled in the best way, offered at the right price, or advertising will prove a useless expense. Organize your business so as to secure for the public the best that is going for the money; buy in the best market; get your cash discounts and all other advantages and—advertise!—*Des Moines (Ia.) News.*

Fair Advertiser.—Do you classify your advertisements?

Clerk.—We do.

Fair Advertiser.—Where would you put this advertisement for a husband?

Clerk.—In the "Flats Wanted" column.—*Town Topics.*

Throw a stone into a stream, and the disturbance of the water will not cease until the concentric circles which roll on from the point of the stone's immersion be stopped by the farthest shore. Advertising stirs the tide of business as resistlessly as the stone moves the surface of the water. Even if it miss the particular object of its aim, like a poorly directed missile thrown into a stream, the advertiser's thought will run out through the great current of publicity with results as certain as the motion caused by a pebble tossed into a brook.—*Philadelphia (Pa.) Record.*

The Editor's Wife.—I'd just like to know what you wanted to buy me that measly old calico dress for?

The Editor (humbly)—Because, my dear, I thought you'd look well in print.—*Southern Printer.*

The average merchant will get angry if you tell him you don't believe there are any good reasons why people should patronize him in preference to his competitors. Thus aroused, he will pour out reasons—good reasons, too—enough to fill a book. But it rarely occurs to the average merchant to give the public those reasons in his advertising. He doesn't seem to realize that such is the best sort of advertising—the only sort of advertising that is real advertising.—*Augusta (Ga.) Herald.*

First Burglar.—Did you see de "ad" uv dat big jewelry house? I wish I could break in dere some night.

Second Burglar.—Well, if you do, you might leave some word mentionin' de name uv de paper where you saw de "ad."—*Roxbury (Mass.) Gazette.*

In this pushing, hustling age, people forget to-morrow what happened to-day. It is only by repetition, by constant hammering day after day, week after week, month after month that one may expect to keep in range of the public eye. More advertising battles are lost by "letting go" at inopportune moments for a few weeks or a few months than from any other cause. As the bull dog's grip tightens when his antagonist is uppermost, so one's advertising grip should become firmer as one sees the wave of business depression towering above.—*Keystone,* Philadelphia, Pa.

A Western farmer advertises for a woman to "wash, iron and milk two cows."

This is an advertisement from the columns of an English court journal: "Blankets! Blankets! Blankets! For domestic and charitable purposes of every description, quality, size and weight."

The following advertisement is from an Australian paper: "Wanted, a young woman (the plainer the better) to help a small genteel family in their domestic matters; one without ringlets preferred."

Digitized by Google

NAIL MANUFG. IN ESSEX COUNTY, MASS.

For more than a century and a half after the settlement of Essex County, all nails were made by hand. Large quantities were used, and a great deal of manual labor was expended in their manufacture. They were usually forged from strips of iron of good quality called nailrod, being bars rolled at the mills into a size suitable for the purpose. Nailrod was flat, about three-eighths of an inch wide and three-sixteenths thick, and remains of that size at the present day.

The making of nails has always been the first accomplishment of blacksmiths' apprentices, who probably made the larger part of the hand-wrought nails used in this country.

The appliances for hand manufacture were simple and few. A small forge, a small anvil, having a chisel set in it, a hammer and a "bolster," comprised the outfit, with the exception of a pair of tongs with which to handle the nailrod when the bar became short. The "bolster" was a piece of steel, ordinarily about ten inches in length, one and a quarter inches wide, and half an inch thick. If only one size of nails was to be made by it there was a hole of the size of the wire of the nail to be made in one end of it.

If two sizes were to be wrought with it, there was a different sized hole in the other end.

The operation was simple, and quickly done by a dexterous hand. The rod was first heated, which in a hot forge fire was done in a moment or two, but generally two rods were heating at a time, that no time might be lost by waiting for a heat. When heated, the end of the rod was rounded to the size desired by being pounded with the hammer on the anvil, then pointed or flattened. A little uneven mass, slightly rounded, was left for the head, and on the chisel, by a stroke of the hammer, the section was nearly severed just above the part left for the head. It was then re-heated, for being so small the rod cools quickly, and when of the right heat the end was thrust into one of the holes of the "bolster," and severed from the rod by a twist of the hand. The "bolster" was held on the anvil on the left hand by the end that was not in use, and with the hammer in the right hand the nailmaker drove it to its head, which was quickly formed by a few skilful blows. The heads were generally oval, round and from one-half to three-fourths of an inch in diameter. Sometimes, for special uses, the head was made long and narrow, and then it was called a "T" head.

Brads and other kinds of small nails as well as spikes were made in the same way. Horse shoe nails required the best Swedish iron and the most skilful workmanship, as tough and hard hoofs were liable to break or split them, and thus injure the foot.

In the early days, large quantities of nails were imported from England, Birmingham and its vicinity being the place of their manufacture. They were made there much cheaper than they could be here. But after the trouble with the mother country began, in 1767, "sheathing and deck nails" were included in the non-importation agreement of the American merchants; and in January, 1774, the Provincial Congress recommended, among other things, the manufacture of nails.

The Revolution caused a great scarcity of nails, and when the war was over their manufacture received a great impulse. Many of the farmers set up little forges in their kitchens, and in the long winter evenings and cold stormy days made nails, the children rendering assistance. So many of the people did this that large quantities of nails were thus produced. The nailrod was furnished to them by merchants, to whom the nails were duly returned, compensation being made for the work and cost of manufacture.

The demand was so great and the hand method of manufacture so expensive and slow that American inventors turned their attention to devising some mechanical contrivance that would perform the work. The old world kept on in its old fashioned methods, and allowed America to produce the first nails made by machinery.

Jeremiah Wilkinson, of Cumberland, R. I., a manufacturer of hand cards for carding cotton and wool, about 1775 adopted the plan of cutting the tacks he used from a sheet of iron with a pair of shears, and afterward heading them in a vise. He subsequently cut nails in a similar way, and is said to have been the first to make nails and tacks in that manner.

It is claimed that Ezekiel Reed, a native of Bridgewater, about 1786 invented a machine for cutting cold tacks and nails, which was adopted at Abington.

The first machine to make complete nails was invented by an Essex County young man in 1790. This was Jacob Perkins, son of Matthew and Jane (Noyes) Perkins, of Newburyport, where he was born July 9, 1766. He was sent to the district school at the usual age, and continued to receive instruction there until he was twelve. His father being poor, he was then apprenticeed to a goldsmith in Newburyport named Davis, having indicated a fondness for the mechanic arts, which probably germinated by hearing a watch tick, and in the execution of a purpose to know why and how it ticked. The business of the goldsmith was the making of gold beads, which were then commonly worn by girls and women. Mr. Davis died three years later, and Mr. Perkins, then only fifteen, continued the business, adding the manufacture of the then popular shoe buckles. He was industrious and honest, and soon secured an excellent reputation. He also made the Portugese joes which were then in circulation. He discovered a new method of plating shoe buckles, and was by the new process enabled to undersell all competitors. Before he was of age he turned his attention to machinery.* When twenty-one, he was employed by the master of the Massachusetts mint to make a suitable die for striking copper coins, and the result of his genius was the die which formed the old cent bearing the engraving of the eagle and the Indian.

At the age of twenty-four, in 1790, he invented machines for cutting and heading nails—machines which, with subsequent improvements, increased the daily product of one man's labor from one thousand nails to one thousand pounds. It is said that he produced this machine at Byfield, where he made the first cut nails in America, in the barn of Leonard Adams.

At Amesbury, there were iron works, and Mr. Perkins went there and perfected his nail machine, a patent being granted him therefor January 16, 1795. The heading machine would head six thousand brads an hour, and the slitting machine would cut several times as many, very little personal supervision being needed. The carpenters approved of the nails, and they came into immediate use.

SIDNEY PERLEY.

* The building occupied by Jacob Perkins as a laboratory and workshop in Newburyport is still standing in the rear of a dwelling house on the upper side of Fruit Street. It is of brick, and three-storied, narrow in proportion to its height, and sadly out of repair. I think the lower part is used for storage.

Digitized by Google

The Ideal Salesman.

At the recent convention of the National Stove Manufacturers' Association, at Cincinnati, a paper was read by E. C. Hanrahan, on "The Ideal Stove Salesman," some points of which are worthy of repetition, and will apply with equal force to almost any branch of business connected with the selling of Hardware.

"The selling of stoves," claims Mr. Hanrahan, "is an art, with features peculiar to itself. Nails, wire, oils and a great many staples are sold with price as the exclusive governing factor. Stoves, however, have an individuality, and questions of reputation and meritorious features, either of structural or ornamental character, are potent agents in their sale.

"It is necessary, therefore, that to sell stoves, the salesman must be possessed of the qualities which enable him to command the attention, respect and confidence of the merchant whom he wishes to interest, and having placed his goods he must deport himself in such a manner that he will retain the good will and confidence of his customers. To this end he should never make a statement which cannot be borne out by facts, and should be careful in all his transactions to have everything so clear that a misunderstanding cannot possibly occur.

"The ideal stove salesman will have a thorough knowledge of his own goods and be familiar with the goods which he meets in competition, that he may be able to make necessary explanations in presenting his stoves; at the same time he will never refer to a competitor's goods unless obliged to do so and will then do so in a fair and considerate manner. Under no circumstances will he speak of a competitor's goods disparagingly, particularly if his customer has made a purchase of such stoves, as to do so would be to insult the intelligence of the customer."

Commercial Opportunities.

Drawing a line at the Isthmus we find that Mexico and the republics of Central America buy from us just about the same amount as all of the great continent of South America. Mexico, our largest Latin-American customer, buys nearly $25,000,000 worth of merchandise from us annually. This is one half of all the foreign goods that go into Mexico. This is not only the largest item, but the largest proportionate amount in our Latin-American trade.

Brazil is our next best customer, with annual purchases amounting approximately to $15,000,000, but this is only one-tenth of the imports into that country. The $235,000,000 of yearly trade in Brazil which we do not enjoy at present is certainly something of an object toward which our efforts might properly be directed.

Our commercial opportunities in the Argentine may be reckoned at about $90,000,000 annually, as that is the value of imports from countries other than our own. What we send there amounts to only $6,000,000 or $7,000,000 annually.

Even the small republic of Uruguay imports about $25,000,000 worth each year, but less than $2,000,000 of this amount represents our share of the trade.

We might analyze the entire commerce of South and Central America and in every case the result would be the same, varying only in the extent of the deficiency in our share of the trade. It should not require extended argument to show that it is well worth vigorous effort to secure control of a larger portion of the commerce of Latin-American republics than we now have.—*American Trade.*

Arecibo, a town of 6000 or 7000, in Puerto Rico, is on the north coast, fifty miles distant from San Juan. Though the harbor is poor, the place is important, and has a tributary district of 30,000 people.—*Exchange.*

New Nut and Bolt Combine.

Augustus B. Stoughton, of Philadelphia, gave notice that he would make application to Gov. Stone, August 17, for a charter for the proposed new American Iron & Steel Mfg. Co., which will result in the consolidation of a number of the nut and bolt interests in and about Reading, Pa., altogether employing 4000 hands, with a capital of $30,000,000.

The incorporators are William J. Jackson, Clayton E. Platt, Frederick Maurer, Walter Woolcott and Edward Daly, all of Philadelphia. The charter does not name all the persons who will be in the new concern, and the capital proposed is not stated, a purely nominal sum being named as the capitalization. It is understood that the following industrial plants of Eastern Pennsylvania have already been agreed upon to form the combine referred to, namely: The bolt and nut works of J. H. Sternbergh & Son, Reading; the Lebanon Iron Co., comprising the rolling mill plant in Lebanon and the National Bolt, Nut & Rivet Works, of Reading; the Pennsylvania Bolt & Nut Works, of Lebanon, and the East Lebanon Iron Co., of Lebanon. Mr. Sternbergh's plant was established in 1865, and now gives employment to over 1200 men in the manufacture of bolts, nuts, rivets, merchant bar iron, etc. The Pennsylvania Bolt & Nut Co.'s plant was organized in 1881 for the manufacture of the same line of goods and now employs over 1700 men. The National Bolt, Nut & Rivet Works was organized in 1890 for the manufacture of bolts, nuts and rivets and now employs about 300 men. The Lebanon Iron Co. and the East Lebanon Iron Co. were organized for the manufacture of merchant bar iron and now employ each about 300 men.

The National Steel Co. recently acquired the well known Chapin and Winthrop mines and the steel fleets of the Mutual Transportation Co. and the Menominee Transit Co.

All these properties are familiarly known in the trade as allied to the Hanna interests, and L. C. Hanna, who is the active head of M. A. Hanna & Co., represented in the negotiations the various owners of both mining and vessel properties. On the part of the National Steel Co. the deal was conducted by President W. E. Reis.

The National Steel Co. has also acquired all the stock of the following companies: Chapin Mining Co., holding a 10-year lease, dating from 1894, of the famous Chapin mine of Iron Mountain, Mich., Menominee range; Winthrop Iron Co., owning the fee of the Winthrop mine in the Ishpeming, Mich. district., Marquette range; the Mutual Transportation Co., of Cleveland, owning four steel steamers, also an interest in the P. Y. & A. docks at Ashtabula; the Menominee Transit Co. of Cleveland, owning five steel steamers. These vessels have an aggregate capacity of 1,000,000 gross tons of ore per annum. The amount of money involved in the deal is said to approximate $6,000,000.

Sawdust and shavings are not the industrial outcasts usually believed. They have been turned to account in making a finely powdered vegetable charcoal, excellent as a filtrating medium. Sawdust is now mixed with mortar in the place of hair. In sawmills, by a series of automatic fans and flues, the sawdust is carried to another building and fed to the engine as fuel. Sawdust is converted into oxalic acid—this method of making the chemical having by its cheapness and rapidity displaced every other method. The sawdust of hard woods, such as rosewood, ebony, etc., is, by a French invention, reduced to a powder and mixed with blood into a paste, some other materials are added, and it is pressed into moulds, where it receives beautiful medallion impressions.—*Ex.*

The total imports of Puerto Rico for 1895 were $16,100,000; exports, $14,600,000.—*Exchange.*

Digitized by Google

SMALL ARMS OF THE MIDDLE AGES.

It is our intention, says a writer recently in the *Ironmonger's Chronicle*, to devote as much as possible of the space at our disposal to the description of the small arms used during the present century, and to point out the rapid development of the gunsmith's art during the last few decades. Our account of the gun and pistol would, however, be incomplete if we did not mention some of the earliest known forms of small arms and armor.

The weapons used previous to the discovery of gunpowder were fashioned with the purpose of being used in hand-to-hand fight, or with the object of throwing with force a projectile which was in itself made on a similar pattern. In this way the famous British archers used arrows which were but a miniature form of javelin or spear. In the time of Alfred the Great the followers of the "men-at-arms" were armed with little besides slings, bows and arrows, and spears; but the former were clad in mail and mounted on powerful war-houses, and armed with strong, heavy swords. It was such as these that met the Norman William on the field of Hastings. Accustomed to wield long swords and to balance heavy lances at close quarters, it will be readily surmised that even more important than a development of offensive weapons was a strengthening of the arms of defense. The shirt of mail, headpiece, shield, etc., tested the skill of the armorer, and as time went on our ancestors seem to have increased the weight of their armor, and taxed their energies to carry arms of heavier weight. In these days we can hardly realize that it was possible for even these sturdy men to bear the strain of fighting under such conditions. It is said that the change of form and style in armor and trappings but followed the altered fashions in the ordinary dress of the period.

In the thirteenth century many changes had crept in; the armor was more complete, covering every exposed part of the body, the jointing being ingeniously covered. Gloves made of strong leather and plated over with metal were introduced. In the time of Richard I. the cylindrical, flat-topped helmet took the place of the small, tight-fitting headpiece hitherto worn, and the Crusaders used two broad bands of iron across their face, concealing their features. Dreadfully inconvenient these must have been. In the fourteenth century further defensive armor was added, strips of metal and loose pieces strapped across every joint and vulnerable part were devised, and plates strengthened, and even the large shields were still further increased.

In contact with the light-armed, rapid moving bodies of Saracen horsemen, English knights found the disadvantages of being too heavily weighted. The fifteenth century saw many changes in warfare. Early mediæval armor had reached its limit, and light arms, and lighter, although perhaps more perfectly formed armor, took its place; the heavy helmet passed away and the bastinet was substituted, and the heavy sword became a rapier.

Of the transition periods we cannot touch, nor yet of the armor worn during the civil wars in this country. The arms of the footman and retainer consisted for several centuries of longbow, and later of crossbow, worked by complicated machinery. All these interesting topics we must leave and pass on to the discovery of gunpowder, and the use of artillery out of which small arms sprang.

Catapults and battering rams were among the earlier forms of artillery. We need not trouble about the various claimants for the honor of discovering gunpowder. The Chinese made explosives which they sent off in crackers, and the discovery of the force thus created would by easy stages be followed by placing it with a projectile into a tube, and we find our own countrymen using this new method of warfare in the fourteenth century. Cannon made of hammered iron, and strengthened by rings, were afterwards made larger, but owing to their defective construction, frequently burst, not offering sufficient resistance to the discharge. Guns now overcome the recoil by yielding to it. It was an important innovation when cannon were made of bronze and cast. Gunpowder was next improved, and artillery made in smaller pieces, and more readily and safely handled. In the middle of the sixteenth century the mortar was invented, and about this time German peasants first began to use small shot in artillery or guns of portable size. Previous to this a kind of portable culverin had been used by the Swiss army. The arquebus, invented in Spain in 1540, had a long barrel, and a complex piece of machinery for firing the priming pan. The wheel lock followed, and a short time after a short arquebus, called a petronel, became the forerunner of the pistol. In 1630 a Spaniard invented the guncock, which held a flint; to this was attached a trigger, by which the flint struck the blow, causing sparks to flash into the open pan. Double-barrelled guns followed, and percussion caps rapidly caused the flint-lock to sink into the background. The idea of loading at the breech, although not a new one, led to the discovery of the pinfire cartridge. Many of our readers remember the introduction of the central fire system into this country in 1861. This method possesses many advantages. There is a greater certainty of ignition, a more speedy loading, and a comparative freedom from accidental discharge. The rebounding lock was another gain, but hammerless guns have since superseded even that improvement.

The breech-loader of to-day has attained a high state of perfection, alike in its appearance, its killing powers, and in beautiful finish. The guns and weapons we have already mentioned were used for purposes of sport as well as warfare, but modern skill and science have caused the manufacture of guns during the past half century to be divided into two sections, the rifles and guns required for military purposes being quite different from those used by sportsmen.

Pistols are but little required in modern warfare, and are an obsolete possession of the civilian. It is true revolvers, many of beautiful workmanship, are sold for protective purposes, and pistols to be used more as toys are sold. The small arms which will in the way of business interest our readers most, are those used by their sporting customers, and we will close this article by a few descriptive remarks on the modern methods of manufacture of such guns.

Old horse shoes and scrap-iron were once the material used in the manufacture of barrels; now bars of steel and superior gun-iron are placed in bundles bound together. After heating to a welding heat they pass under a tilt hammer, the bar thus made passing through rolls, after which it is cut up, the same process to be again repeated. The well-known Damascus twist is obtained by two or three welded bars being twisted at a red heat in a machine with cogs and winch; these are afterwards welded into barrels. Barrels made in England must be tested at the London or Birmingham proof houses, and the stamp placed upon

Digitized by Google

them; but, after all, the best guarantee of safety is the name of a good and reliable maker.

A good, well-made, and well-balanced stock is a desideratum, but the construction of a lock is of more importance. If the mechanism fails, the gun is useless. Every good maker has some minor differences of construction, but nothing but the most perfect and easy working should be accepted in the lock. We have already referred to the various actions and different hammers, and to the hammerless guns; they have all doubtless their good points, but a tradesman in making his selection must follow the favorite of the moment, and consult his customers' fancies. There may be room for gunsmiths in certain localities, but we hold that the ironmonger and Hardware dealer of to-day is the legitimate vendor of firearms, just as much as his early prototype was the maker and seller of arms and armor in the Middle Ages.

REVIEW OF THE MARKETS.

Hardware: Changes in current quotations continue to form the feature of the prevailing markets, the advance announced by the leading makers of builders' Hardware being the most far-reaching and important. By the time the preparations are being made for the opening of the season for 1900 trade, there will be but few lines but what will be under the prosperous influences of advanced prices. Differing from any other similar period when advancing quotations were necessary, there exists more substantial reasons for such a state of affairs to-day, when prices are higher in other countries beside our own, and even our own goods, high priced as they are, become the favorites in foreign markets.

Wire Nails: At the present no changes in current quotatisns on wire nails are anticipated at any early day, the market being held at the advanced rate named in our previous issue, which is still maintained. We quote present prices as follows, f. o. b. Pttsburg, 30 days, net:

To jobbers in carload lots	$2.50
" in less than carload lots	2.52½
To retailers in carload lots	2.65
" in less than carload lots	2.75

Terms: 30 days from date of invoice, net cash, f. o. b. Pittsburg.

New York prices are represented by the following:

To retailers, carloads on dock	$2.80
" less than carloads on dock	2.95
Small lots from store	3 05

Cut Nails: The advance of 5 cents a keg, which occurred about the date of going to press with our previous issue, is still being held as representing the market, which we quote as follows, f. o. b. Pittsburg, freight being added to make a net price delivered at destination:

To jobbers in carload lots	$2.15
To " in less than carload lots	2.20
To retailers in carload lots	2 25
To " in less than carload lots	2.40

New York business is fairly active under the advanced prices, named as follows:

Carload lots on dock	$2.30
Small lots from store	$2.55

Barb Wire: The market for barb wire is at present extremely dull. Prices noted in our previous issue still hold the market and are well sustained. We quote as follows, f. o. b. Pittsburg, net cash, 30 days:

To jobbers in carload lots, Painted	$2.60
" " Galvanized	3.10
" in less than carload lots, Painted	2.62½
" " " " Galvanized	3.12½
To retailers in carload lots, Painted	2 75
" " Galvanized	3.25
" in less than carload lots, Painted	2 85
" " " " Galvanized	3.35

Smooth Wire: Smooth wire prices, in common with the other wire products remain the same, as follows, f. o. b. Pittsburg, 30 days net:

To jobbers in carload lots	$2.35
To " in less than carload lots	2.37½
To retailers in carload lots	2 50
To " in less than carload lots	2.60

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Boring Machines: Snell Mfg. Co., Fiskdale, Mass., announce the following revised prices on boring machines:

Angular Boring Machines, each	$2.90
Upright " " "	2.60

Pruning Shears: Seymour Smith & Son, J. H. Graham & Co., No. 113 Chambers street, N. Y., selling agents, quote the following net prices on pruning shears of their make:

No. 1.	2.	14.	21.	23.	Levin's Patent.
$2.00	1.90	3 00	3.25	3.75	
				No. 0,	00.
Concord Pruning Shears				$1.75	1.95

Mouse and Rat Traps: Edward S. Hotchkiss, J. H. Graham & Co., No. 113 Chambers Street, N. Y., selling agents, announce the following changes in prices of mouse and rat traps.

Wood mouse traps are advanced one cent a hole.

Sure Death Mouse Traps, per gross	$3.25
" " Rat Traps, " "	10.00
Dead Easy Mouse Trops " "	3.75
" " Rat Traps " "	12.00

Builders' Hardware: The associated lock manufacturers, embracing all the leading makers of builders' Hardware, under date of July 28, have agreed upon the advanced prices noted in the circular given below, which sufficiently explains their importance to the trade.

July 28, 1899.

Gentlemen:—We hereby advise you that we have this day advanced our prices twenty per cent. (20%) above the prices given in our Discount Sheet No. 7, of July 15, 1899. The advance in labor and the further increase in the cost of metals and other materials used in the manufacture of our Hardware necessitates this further advance in our selling prices.

This advance includes all door locks and trimmings, and covers the entire line of Hardware manufactured by us, as shown on pages 1 to 817 of our catalogue of 1894, excepting the following:

Pages 320 to 323	Iron butts.	Page 597	Cup hooks, No 81.
328 to 329	" "	598	Screw hooks, No.
330AA	Steel "		418.
343	Parliament butts.	600 to 602	All goods.
344A	Parliament butts and flap h'nges	604A to 604E	Bright wire goods
346A	Shutter hinges.	615 to 618	All goods.
348A	Wrought butts.	619, 620	" "
350B, 350C	Refrigerator hinges & fasteners	644, 644A	Window springs and bolts.
352 to 357½	Spring hinges.	665 to 668	Axle pulleys.
358 to 359	Door springs.	686, 686B New	Brackets.
360 New to 362	Eclipse checks & springs.	692 to 724	All goods.
362	No slam check.	726 to 734	" "
364 New	Strap & T hinges.	749	Meat cutters.
366, 367	All hinges.	754 to 756	Balances & scale beams.
369	Blind hinges.	771 to 773	Screw drivers.
382	Wr't shutter bolts	774 to 777	Planes.
384, 385	" barred bolts.	778 New, 779 New	Steel squares.
390	" spring bolts.	780, 781	All goods.
391	" neck bolts.	784	Clamps.
392	" square bolts.	787	Bench screws.
566A New, 567 New	Wire coat and hat hooks.	788 to 790	Vices.
		796 to 806	Casters.

Yours truly,
SARGENT & CO.

Shears: The National Shear Co., Newark. N. J., announce the following discounts on their line of shears stamped "Clauss."

Razors,	list, net
Scissors	60%
Shears, Nickel	60%
" Japan	70%
" Pruning, Japan	70%
" Rubber, Nickel	60%
" Tailors'	40%
" Tinners'	40%
Snips, " Solid Steel	40%
" Dental, Japan	70%
Pruners, Buckeye	33⅓%

Coes Wrenches: The current quotations on these leading goods have been advanced, and the following discounts are now quoted by the manufacturers, Coes Wrench Co., Worcester, Mass.:

Coes Genuine Wrenches	33⅓&10&5&5
Mechanics' "	33⅓&10&10&5&5

Sash Locks: W. & E. T. Fitch Co. have advanced the prices on Fitch Sash Locks, which are now quoted as follows:

Iron	70%
Bronze and Brass	66⅔%

discount from list prices.

Dumb Waiters, Elevators, etc: The Sedgwick Machine Works, Poughkeepsie, N. Y., advise us that having reference to their new catalogue just published, their regular discount to the trade is 20 per cent. on all the lists contained in the catalogue.

Digitized by Google

Nuts: The market on these goods continues to stiffen in harmony with the advance on raw material, and the following prices now represent the market:

Hot Pressed, Square	Off list	5	cents.
" " Hexagon	"	5.40	"
Cold Punched, Square, Plain	"	4 80	"
" " Hexagon	"	4 80	"
" " Square, C. T. & R	"	4.60	"
" " Hexagon, C. T. & R	"	5.10	"

Carriage Bolts, Machine Bolts, Etc.: At a recent meeting of the associated manufacturers the following prices on carriage bolts, etc., were agreed upon:

Common Carriage Bolts	Discount per cent.			50 & 10
Machine Bolts	"	"	"	60
Bolt Ends	"	"	"	60
Coach Screws Gimlet Point	"	"	"	70
Lag Screws, Cone	"	"	"	70 & 5
Skein	"	"	"	70
Tire, Stove and Sink Bolts	"	"	"	65

Large specifications could possibly obtain an additional 10 per cent.

Tacks, Brads, etc.: We have received from the Shelton Co., No. 64 Reade Street, the following changes in the discounts applying to their important line of goods.

Upholsterer's tacks, S. S. Swedes, blued	90&30&5
" " " " tinned	"
" " Lanc Swedes Iron, blued	85&15%
" " " " tinned	"
Bill Poster's or R. R tacks, S. S. Swedes, blued	90&25%
Bailing tacks, S. S. Swedes, blued	90&25%
Gimp tacks, S. S. Swedes, blued	90&30&5%
" " " " tinned	"
" " " " japanned (same list as tinned gimp)	85&15%
" " Lance Swedes Iron, blued	"
" " " " tinned	"
Cut tacks, S. S. Swedes, blued	90&10%
" " " " tinned	"
" " American, blued	90%
" " Lanc Swedes Iron, blued	85&10%
" " " " tinned	"
Card tacks, S. S. Swedes, blued	90&10%
" " Lanc Swedes Iron, blued	85&5%
Trimmers' tacks, S. S Swedes, blued	90&5%
" " Lanc Swedes Iron, blued	85&5%

	BULK	DOZ'D
Carpet tacks, American, blued	90&30&5%	90&10%
" " " tinned	"	"
" " steel, bright and blued	"	"
" " " tinned and coppered	"	"
" " Swedes, blued	90&15%	90&15%
" " " tinned	"	"
" " leathered		40&10%

Miners tacks, S. S. Swedes, blued	90&30&5%
Lace tacks, S. S. Swedes, blued	85&20%
" " " " tinned	"
" " Lanc Swedes Iron, blued	80&10%
" " " " tinned	"
Brush tacks and nails, S. S. Swedes, blued	70&10%
" " " " Lanc Swedes Iron, blued	65%
Looking glass tacks, Lanc Swedes Iron, blued	65&5%
Trunk tacks, S. S. Swedes, blued	90&30&5%
" " " " tinned	"
Clout nails, black	75&10%
" " tinned	"
Trunk nails, black	"
" " tinned	"
Finishing nails	75%
Cigar box nails	70%
Chair nails	75%
Hungarian nails	80&15%
Common and patent brads	75%
Picture frame points	70%
Solid lining nails, Swedes Iron, japanned	80%
Capped lining nails, japanned	55%
" " " silvered	55&5%
Copper tacks	on application
Copper nails	"
Shoe finders' goods	"

Van Wagoner & Williams Hardware Co., Cleveland, O., and No. 14 Warren Street, New York, announce the following revised discounts on their line of manufactures.

Revoking former quotations, we quote from our Catalogue of September, 1897:

American Spring Hinges,	japanned	30%
" " "	bronze plated, etc	"
Gem " "	japanned	33⅓%
" " "	bronze plated, etc	"
Oxford " "	japanned	30%
" " "	bronze plated, etc	"
Acme " "	steel	30&5%
" " "	brass	20%
Advance and Acorn Spring Hinges, No. 20 per gross, pairs		$9 00
Knoxall and Clover Leaf Spring Hinges No 15 per gross, pairs		9.00
Columbia Spring Hinges, No. 14 per gross, pairs		8.00
" " " No. 18 " "		24.00
" " " bronze plated and real bronze		60%
" " " for marble		35%
Cambridge " "		35%
Strikes		35%
Crown Spring Hinges		30%
Cabinet " "		35%
Show Case " "		35%
Torrey Door Springs, 39-inch		15.00 gross.
" " 43-inch		42.00 gross.
Gem " "		20%
Star " "		20&10%
"American Trackless" door hangers		33⅓&20%
Door rappers		40%
Door pulls		50%
Domestic blind adjusters		33⅓%
Unique "		"
Gem wire coat and hat hooks		66⅔%
" " ceiling hooks		"
Stovepipe dampers		
Samson anvils, 10 to 40 lbs		50&10%
" " 50 to 90 lbs		"
" " 100 to 250 lbs		"
Solid box vises		50&10%
Boxes and screws		25%
Plain parallel vises		40&10%
New model swivel vises		"
Coachmakers' "		"
Oval slide "		50&10%
Hammers, sledges, etc		

Wire Nails in small packages. The American Screw Co., Providence, R. I., and the other manufacturers, have agreed upon the following revised list, dated July 20, 1899. Discounts are quoted 80@80&10 per cent,

MISCELLANEOUS WIRE NAILS

Prices per Pound for 1, 5 and 10 Pound Packages.

	No.	Per lb.
¼ in.	10	$1.00
	20	1.25
	21	1 55
	22	1.90
⅜ in.	18	.80
	19	90
	20	1 00
	21	1.25
	22	1.55
½ in.	16 to 14	.55
	17	.60
	18	65
	19	75
	20	85
	21	1 00
	22	1.25
⅝ in.	14 to 12	.43
	15	.45
	16	.50
	17	52
	18	.58
	19	.65
	20	.75
	21	85
	22	1.10
¾ in.	12 to 10	.36
	13	38
	14	.38
	15	42
	16	43
	17	46
	18	.52
	19	.60
	20	.70
	21	.85
⅞ in.	12 to 8	.33
	13	.34
	14	.35
	15	.36
	16	39
	17	.43
	18	.45
	19	56
	20	67
1 in.	12 to 7	30
	13	.31
	14	32
	15	.33
	16	.36
	17	.40
	18	.43
	19	.53
	20	.64

	No.	Per lb.
1⅛ in.	12 to 7	$0 30
	13	31
	14	.32
	15	32
	16	35
	17	.40
	18	.43
	19	53
1¼ & 1⅜ in	12 to 7	.29
	13	.30
	14	.31
	15	.32
	16	.34
	17	.39
1½ & 1⅝ in.	13 to 4	.29
	14	.30
	15	.31
	16	33
	17	.38
1¾ in.	13 to 4	.28
	14	29
	15	30
	16	.32
	17	.38
2 in.	10 to 3	27
	11	.28
	12	28
	13	28
	14	29
	15	.30
	16	35
2¼ in.	10 to 3	.27
	11	.28
	12	.28
	13	28
	14	.29
2½ in.	10 to 3	26
	11	27
	12	27
	13	.2
2¾ in.	10 to 3	. 6
	11	.27
	12	.27
3 in.	10 to 3	25
	11	.26
	12	.27
3¼ in	10 to 3	.25
	11	.26
	12	.27
3½ in.	10 to 3	.25
	11	.26
4 in	10 to 3	.25
	11	.26

List Extras.

Add to list—

4 cents per pound for ½-pound paper boxes.
8 " " " " ¼ " " "
2 " " " barbing.
2 " " " annealing.
2 " for Cone Heads, Special Heads and Headless.
2 " " Needle Points and Special Points.

For Nails combining several specialties, add as above for each
For sizes not appearing on the list, use the list prices for the desired gauge in the nearest shorter length
Nails heavier than listed at special net prices, according to quantity.
Tinned or Galvanized Nails at special prices.

Rebates from List Prices

Rebate for 25- and 50-pound boxes, deduct from list 1 cent per pound.
Rebate for Nails in 100-pound kegs, 2 cents per pound.

Cordage: The following quotations may be said to represent the market at the present time:

Manila, 7-16 inch and larger	per pound,	10 to 10½	cents
" ⅜ inch	"	10½ to 11	"
" ¼ and 5-16 inch	"	11 to 11½	"
Sisal, 7-16 inch and larger	"	8¼ to 8½	"
" ⅜ inch	"	8¾ to 9	"
" ¼ and 5-16 inch	"	9¼ to 9½	"
" Lath Yarn	"	7¾ to 8	"

The price of jute rope is 5½ cents.

Coil Chain: It will be noticed by the following changes in prices that the present quotations represent the advance of $5 a ton recently ordered. Prices are as follows, net cash, f.o.b. Pittsburg:

	Cents per pound.		Cents per pound.
3-16 inch	8.00	½ inch	4.25
¼ "	6.25	9-16 "	4.15
5-16 "	5 25	⅝ "	4.05
⅜ "	4.50	¾ "	4.00
7-16 "	4.35	⅞ to 1 "	3.90

B. B. crane chain 1¼ cents per pound over coil chain.
B. B. B. " " 1¾ " " " " " "
Dredge chain 4¼ cents per pound advance over coil chain.

The cash discount previously allowed, has been withdrawn and terms are now net cash.

Lanc Bros. Co., Poughkeepsie, N. Y., John H. Graham & Co., sole agents, announce the following revised discounts on goods of their manufacture, which they state are

Digitized by Google

liable to change without notice at a date not far distant. Discounts apply to 1899 catalogue.

Barn-door Hangers, Standard ..... 60&2½%
" " Covered ..... 50, 10&10%
" " Special ..... 60&2½%
" Track, Standard, 1¼-in ..... $4.25 per 100 ft.
" " O. N. T., 1-in ..... $3.00 per 100 ft.
" " " 1¼-in ..... $3 65 per 100-ft.
Sliding-door latches ..... 40&10%
Storm cap 30%
Stay rollers ..... 33½&5%
Parlor-door hangers, Standard ..... 40 5&2½%
" " Ball-Bearing ..... "
" " New Model, Tinned ..... 40&2½%
" " " Lacquered ..... 40&5&2½%
Fire-door fixtures—Special Catalogue ..... Special.
Store-ladders and fixtures 15%
Tackle blocks 30%
Steel jacks and attachments 33½%
Self-measuring faucets ..... 40&5%
Mills 30%

Hammers, Hatchets, etc.: Fayette R. Plumb, Inc., Philadelphia, Pa., announce the following revised discount sheet dated August 1, to apply to 1898 catalogue.

	Discount.
Hammers, "Artisans' Choice," octagon pattern adze-eye nail	33&7½%
" " " A. E. B. F. & A. E. nail	"
" Adze-eye and Adze-eye bell-face nail	"
" Plain-eye and plain eye bell face nail	"
" Vulcan Tool Co.'s adze-eye nail	40&7½%
" " " plain-eye nail	33&7½%
" Quaker City Mfg Co.'s adze-eye nail	40&7½%
" Brad	33&7½%
" Carpet	"
" All adze eye farriers'	"
" Plain-eye and English farriers'	"
" "Tinners' Favorite" riveting and paneing	"
" "Tinners'" riveting and paneing.	"
" Riveting adze-eye	"
" " plain-eye	"
" Engineers'	50&10%
" Blacksmiths' hand	"
" Coopers'	"
" Chipping	"
" Prospecting	"
" Drill Sharpening	"
" Carriage ironers' hand	"
" Ball pein engineers'	"
" Machinists', round pattern	"
" "Mechanics' Pride," octagon pattern ball pein	"
" Machinists', octagon pattern	"
" Horseshoe turning	50&10&7½%
" Horseshoe turning and fitting, Mallery's pat	50&10%
" Shoe	30%
" Bill posters	"
" Brick, adze-eye and plain-eye	33½&7½
" Boiler makers' riveting	50&10%
" Cornice makers	40%
Stakes, cornice makers'	"
Hammers, Belgium and cobble pavers'	33⅓&7½%
" Assorted nail, riveting and farriers'	"
" Assorted A. E. nail, farriers' riveting and ball pein	"
Picks, prospecting	50%
Hammers slaters'	30%
Trimmers, slate cutters'	"
Cleavers, shingle or slate	"
Hatchets, octagon pole, nickel-plated	33⅓&7½
" S. C. S., tobacco	"
" " packing house	"
" " shingling, half, claw and lathing	"
" " broad, regular and New England	33⅓&2½%
" " A. E. B. P. shingling and half	33⅓&7½%
" " A. E. half regular pattern.	"
" " lathing, Boston and Underhill patterns	"
" " A. E. lathing, octagon, square and round pole	"
" " latning, Chicago and Philadelphia patterns.	"
" " firemen's and ice	"
" shingling, half, claw and lath, half polished, green bronze	33⅓&7½%
" shingling and half, octagon pole, silver bronze	"
" shingling, half, claw and lathing, gold bronze	"
" barrel and broad, regular and N. E. pattern, gold bronze	33⅓&2½%
" Vulcan Tool Co.'s shingling, half, claw and lath, silver bronze	40&7½%
" Vulcan Tool Co's broad, silver bronze	40&2½%
" Quaker City Mfg Co's shingling, half and claw, painted blue	50%
" warehouse	33⅓
Axes, camp and explorers', full polished	33⅓&7½%
" boys' and hunters', gold bronze	"
" broad, Ohio, Pennsylvania, and Western, gold bronze	"
" " New Orleans, Canada, and ship, gold bronze	"
Adzes, Carpenters', ship, and railroad, gold bronze	30%
" coopers', painted blue	"
Hooks, Bush, axe handle and two rings	40&7½%
Knives, hedge, Northwestern and Illinois patterns	30%
Cleavers	25%
Lamb knives	"
Chop ers	"
Splitters, beef	20%
Cleavers, Western pork	"
Axes, butchers' killing	"
" firemen's and ice	"
Hooks, boat and log	33⅓%
Hammers, drilling or striking, extra tool steel	60%
" " " " 5 lbs. and above	70&7½%
" " " " under 5 lbs	70&2½%
" " " " Vulcan Tool Co's	"
" hand drilling and stonecutters'	"
" " " or stone cutters', handled	40&7½%
" napping, butchers' killing, and macadamizing	70&2½%
Sledges, stone, 5 lbs. and above	70&7½%
" " under 5 lbs	70&2½%
" " Vulcan Tool Co.'s	"
Hammers, stone breaking	60%
" slashing	70&7½%
Axes, stone	60%
Hammers, spalling or stone, 5 lbs. and above	70&7½%
" " " " under 5 lbs	70&2½%
" side	"
Reels, masons'	"
Hammers, masons'	"
" sorting	"
" bush, with leaves	50&10&5%
" " plain	40%
Sledges, blacksmiths', 5 lbs and above	70&7½%
" " under 5 lbs	70&2½%
Sledges, blacksmiths', Vulcan Tool Co.'s	70&2½%
" horseshoe turning	"
" coal	"
Hammers, blacksmiths', hand, oil finish	"
" boiler makers', riveting, unhandled	50&10%
All hammers and sledges under 5 lbs, same discounts as Mason hammers.	
Anvils, plow	65&10%
Swedges, collar	50&10%
" fullers, flatters and hardies	75%
Hammers, set	"
Creasers, blacksmiths'	65%
Countersinks and punches	75%
Heading tools	"
Tire sets, oval and taper patterns	25%
Pritchels	65%
Buffers and knives	60&5%
Pincers, regular	50&15%
Buttress, nippers and extra heavy pincers	33⅓&7½%
Button Sets	50%
Fire Sets, blacksmiths	60&5%
Tongs, straight and curved lip	50%
" special patterns	33⅓&7½%
" chain and horseshoers'	"
Coopers' Drivers	"
Sets, hoop	"
Chisels, splitting	65&10%
" blacksmiths' cold and hot	70&7½%
Rock Drill Sharpening Tools	"
Chisels, cape, chipping, round nose and diamond point	50&10%
" clap board and floor	60&7½%
Pitching Tools and Points, mallet and plain head	50&10%
Chisels, stonecutters	"
" brick	"
Wedges, falling	70&2½%
" Oregon pattern	"
" Vulcan Tool Co., Oregon pattern	70&10%
" Lake Superior pattern.	70&2½%
" Stave	65&5%
" Tie	65, 10&5%
" Truckee pattern	65&7½%
" Vulcan Tool Co., Truckee pattern	65&10%
" wood, Quaker City Mfg. Co.'s	60&7½%
" stone	70&2½%
" coal	"
" saw	60&7½%
Plugs and Feathers	33⅓&7½%
Mauls, Wood Choppers' Oregon, Washington, Truckee, Lake Superior, straight cut	70&2½%
" ship or top	"
" railroad, standard and Pittsburg patterns, 5 lbs. and above	70&7½%
" railroad, standard and Pittsburg patterns, under 5 lbs	70&2½%
Punches railroad track	65&10%
Chisels, railroad track	"
Forks, rail	60&7½%
Tongs, rail	"
Wrenches, railroad track	60%
Crowbars, pinch and wedge point	60%
Bars, tamping and lining	65%
" claw, with and without heel	50&15%
Picks, boiler and mill	40&10%
" stone and quarry	70&2½%
" railroad, clay, list Feb. 23 1899	50&7½%
" V and T tamping, list Feb. 23, 1899	50%
" ore, list Feb. 23, 1899	50, 10&7½%
" " extra heavy to oil steel points	40&7½%
" contractors'	40&12½%
" surface and drifting	50&7½%
" Klondike mining	"
" strapped Eye Drifting	"
" poll	"
" coal, adze-eye and common eye	50%
" solid cast steel, clay, T & V tamping	"
" " " " surface, drifting and poll	"
" " " " coal	"
Eyes, pick, railroad, clay, drifting, surface and tamping	"
Mattocks, long and short cutter and pick, list Feb. 23, 1899	50, 10&7½%
" asphalt	"
Hoes, grub, list Feb. 23, 1899	"
" Southern and Acoomac patterns, list Feb. 23, 1899	40&7½%
Froes, coopers	"

Full freight allowed. No freight allowed on any shipment under 300 lbs. Terms, 60 days or 2% cash 10 days.

Quotations on picks and mattocks apply to new list adopted February 23, 1899.

Linseed Oil. Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels ..... 40 cents per gallon.
In lots of 5 barrel or more ..... 39 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.

Calcutta Oil, 58 cents per gallon.

THE PHILADELPHIA TRADE.

Three months ago the wise ones in the trade were shaking their heads and saying "advances are coming too fast, they cannot last; and by the middle of July the inevitable reaction will appear." July, however, has come and gone, and, instead of any reaction in prices, the situation is undeniably stronger and growing stronger every day.

Goods are still advancing, and the recent advance of twenty per cent on the entire line of building Hardware is one of the most radical advances the Hardware trade has seen for many years. It carries the minds of the old stagers back to Anti-Bellum times, when, instead of selling goods at a discount, they were sold at an addition from ten to twenty per cent. to the list.

Conservative manufacturers who have held back are now being forced into making advances, and it is hard to pick out an item of any consequence in the Hardware trade which has not seen higher prices.

Already there are rumors we will see still higher prices

Digitized by Google

in the year 1900, and there is certainly much to be said to justify such a belief.

It is a favorable occupation with some to compare the boom of 1879 with that of this year, but, in these times, the conditions of bnsiness change so rapidly that the factors are hardly the same in any two periods—the marked difference in this year being the entire market is practically controlled by half-a-dozen or more huge combinations, who, apparently, have the control in their own hands, and who have too much at stake to let it slip.

Material is even now growing scarce, while the labor market is one which requires very careful handling.

It is not necessary here to enumerate the advances of the past two weeks—which will be found probably in the trade columns—but the tendency is still upward and prices are being well maintained, while the immense crops reported throughout the country seem to promise a large Fall trade, and the reports from our local customers are all encouraging and speak of a good business in hand to day.

BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

August with us is generally a very busy month, and from present prospects will this year record much larger sales than did the corresponding month of last year. It is the time when the retailers who cater to the trade of the oystermen lay in their supplies, which embrace shovels, oyster-knives, cheap table cutlery, axes, nails, stove pipe, woodsaws, galvanized goods etc. Ammunition and guns are also in demand. While these items are conspicuously noticeable owing to the volume moving, we might say that in this market and during this month nearly everything handled by the Hardware jobber is brought into requisition. To meet the demand and in consequence of recent advances, which were in a measure anticipated, we laid in an exceptionally heavy and well assorted stock, and are feeling very happy over the fact that we can ship immediately upon receipt of orders at least 90 per cent. of the items which we carry regularly. What is also gratifying is the knowledge that when an article cost you $1, and you sell it for $2, you are not losing anything, but when you really experience the sensation following such sales you just feel like calling another meeting of directors and making another advance in wire nails of 25 cents per keg.

There is, however, a company known as the American Steel and Wire Co. who attend to matters of this kind, and whose raw material has advanced wonderfully since last December. A letter received to-day from one of our customers in Newport News advises us that 12,000 people have left that city owing to the yellow fever scare, and that goods we shipped him last week are in quarantine at Norfolk, and that business there and at Hampton is practically dead.

During the afternoon of August 3d a very severe wind storm passed over this section of the country accompanied by rain and hail, and a little to the southwest of our city took the form of a cyclone, sweeping everything in its path, destroying barns, churches, dwellings, crops and persons. Tobacco and corn were destroyed to the extent of many thousands of dollars.

Collections are fair. H. WEBB & SONS.

THE COLUMBUS TRADE.

I am in the harness once more after a three weeks' vacation and with the exception of being the color of an Indian, can't see any difference. I work, eat and sleep just the same as I did before going. Our secretary intimated that I would have some fish stories to tell but he must have forgotten that I am a man of veracity and would not tell stories. When I left Columbus I had not made up my mind where I would go but finally decided to take a trip up to the Soo. I have heard so much about the locks at the Soo that I thought possibly I might strike some bargains, since the lock manufacturers have advanced prices ten per cent. twice and twenty per cent. the last time. I knew the Soo was a great place for locks; but after looking over their stock I decided they were too big for our trade and did not buy any. They weigh 154 tons apiece; two pieces to each lock, or 308 tons for a complete lock. I don't know of any town they would be suitable for unless it is Chicago and I doubt if they could handle many of them. Well they beat any locks I ever saw, and hold water in the canals to perfection. While I was there I saw quite a number of fishermen but did not fish any myself. No doubt there are plenty of fish there. I saw hundreds of shad fly. Now some of your readers may doubt this statement but nevertheless it is true. They were flying around everywhere, and fishermen used them for bait. All they had to do was to go in the Park or up to stone walls, trees or any place and pick them up; put them on their hooks and fish for shad

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

and herring. They catch a blamed sight more on land than in the water. I saw a Cincinnati gentleman and he went fishing every day while I was there. He had two Indian boatmen at an expense of $5 a day, but I never saw him bring any fish home. He always explained that the wind was from the wrong direction;—too cold or some other plausible reason for the fish not biting. I know how it is myself. If you catch fish the weather is favorable even if it comes in chunks. If you don't catch any you must blame something and as it does not hurt the wind much you might as well lay the blame on the wind as anything; and it soon blows over, you know. When I left Cleveland it was summer but when we got to the Soo we needed overcoats, flannel underwear and fires. When you breathed you could see your breath the same as in winter. I hadn't been drinking, either, (my wife was with me). I could not help feeling bad to see so much water going to waste when we could use it to such good advantage here in Columbus. It is too bad, but I don't see how I can help it. I had heard about shooting the rapids at the Soo and thought of taking my Winchester with me and have a little sport, but when I got there I found they shot them with boats, so I was glad I did not bother taking my gun along. It costs fifty cents a shot and the Indians furnish the boat and do the shooting. All you need is a gum coat to keep the water off you. If any of your readers think of going to the Soo they won't need a gun to shoot the rapids. I enjoyed the trip, got home safely and had just $2.25 left. I found on my return that there had been numerous advances on Hardware, and it looks as though the top notch has not yet been reached on a great many articles. It would be a satisfaction to know for a certainty how much of a famine exists in iron. One report says there is no iron in sight and other reports are just the opposite. One thing is certain and that is that it is too high. One year ago a farmer could buy a keg of 8 penny nails with two bushels of wheat; now it takes five bushels to buy a keg. This has a tendency to make the farmer feel as though he was getting the worst of it, and he is. His turn may come later. If Chicago brokers would only get up another boom in wheat, such as they did last year, farmers would not kick about the price of nails and wire. Business is remarkably brisk for this season of the year and it looks very much as though there would not be any dull season in 1899.

THE SMITH BROS. HARDWARE CO.

THE DAVENPORT TRADE.

The novelty of rapid changes in prices seems to be subsiding. Announcements of the withdrawal of prices, or advances of ten to twenty-five per cent. have become so commonplace that they produce very little sensation. The new conditions are accepted with very little murmuring. The reasons assigned for the changes are the formation of some sort of combination or an advance in material controlled by pools or trusts. The change in the attitude of the manufacturers towards the buyer "before and after" joining a pool is so radical that it is really amusing. Oh! well, every dog has his day. The buyer has had the advantage for, lo these many years, and the seller is now having it his own way, but the buyer who bought before the pools were formed, and is fortunate enough not to be caught with a large stock on hand when they dissolve has little to fret about.

Orders are many, but quantities are small, showing that the people are only buying to cover present needs, but in the aggregate the amount of sales is about normal. Collections are better than usual this season of the year, and a larger proportion of the trade are taking the advantage of cash discounts. SICKELS, PRESTON & NUTTING CO.

THE CLEVELAND TRADE.

July will show a gain in volume of trade over last year equal to any previous month of the year, notwithstanding the supposition of overpurchasing on account of advancing prices. Every indication promises large trade for the last half of the year. Stocks remaining on hand January 1st will be invoiced at a much higher price than the same goods were in 1899, greatly increasing the total value of merchandise in the country and requiring increased capital to do business. There is a strong tendency to shorten time of credit and abandon discounts for cash, so it seems probable that thirty days will be substituted for sixty in the Hardware trade for 1900.

Money is so plenty that business can be done on a cash basis, which would make losses much less and relieve manufacturers and jobbers from furnishing capital for their customers to do business with, which is the legitimate business of the banks.

Changes in the methods of doing business are rapid, and those who are encumbered by habits and unwilling to change will be left in the race. Electricity is not confined to street cars, it is in the air and eight hours out of twenty-four will accomplish as much work as fourteen would ten years ago. Old fogies will grumble, but they must get out of the way. It will require vigilance and alertness to avoid collisions and smash-ups, and cool heads to bear the increased nervous strain. The law of the survival of the fittest, and the devil take the hindmost, was never more manifest. Throwing stones, and making faces will not stop the train; we must either take it or take to the woods. The writer chooses the latter for a brief season and asks *Hardware* for a vacation. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURG TRADE.

If there are still doubters as to the permanency of the present revival of business they must be very hard to convince. Everybody and everything connected with the iron and steel business are pushed to their utmost with orders for goods wanted quick. While there was some buying for investment by jobbers, the increased demand upon these stocks has drawn upon them until little surplus remains, and goods are wanted for immediate consumption.

The change within the past year has been little short of marvelous. The whole world seemed to wake up to the fact that they were hungry for iron and manufacturers cannot keep pace with the demand.

There need be no idle men about Pittsburg, at present, contractors and manufacturers are seeking them and paying good wages.

During travelers' vacation, mail orders have kept our clerks quite busy and now that the travelers are again taking the road we expect a rush of business for August.

As a rule the new prices are asked and paid without complaint by retailers, who in turn find it easier to sell now than when goods were at the extreme low point.

In a word Prosperity has the rule in this city at the present and our cry is "long may she reign."

LOGAN-GREGG HARDWARE CO.

Digitized by Google

"PERFECT"



OILER.

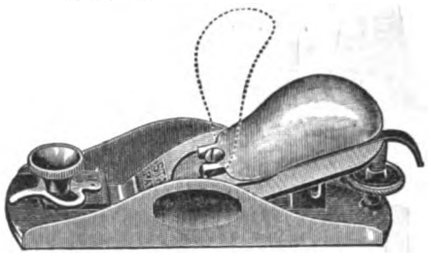
For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.
CUSHMAN & DENISON, Mfrs., 240-2 W 23d St., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Knuckle-Joint Block Plane.
WITH IMPROVED THROAT ADJUSTMENT



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.
No. 18. Nickel Trimmings, 6 in. Length, 1¾ in. Cutter.. $1 75

THE VICKSBURG TRADE.

Vicksburg and vicinity just at the present time are enjoying very lively times. There is about one million dollars of Government work going on. The canal which the Government is digging is second in interest, from a scientific point to the Hennepin Canal. The object in view here is to give Vicksburg a permanent water front which it enjoyed for years, but partially lost after the cut off of 1874. If the canal is a success, Vicksburg, formerly on the Mississippi River, will be on the Yazoo River.—The National Park is assured and will be as famous, from a scenic view, as it is in historic lore. Perfecting this Park will require hundreds of thousands of dollars. The new electric railroad has given an impetus to the town, which it never had before. The new opera house is up-to-date in every respect. The town is rapidly forging ahead. Crops in this vicinity are excellent, people happy, and merchants start the last half of 1899, encouraged. LEE RICHARDSON & CO.

THE ST. PAUL TRADE.

The conditions in this section of the country remain about the same. The weather continues favorable, and from present indications, our fall trade will be heavier than it has been for many years past.

Prices on all goods have advanced materially, and are still advancing so rapidly that it is difficult for us to keep in touch with the manufacturer, but this condition does not in the least affect the sale of goods; in fact, with us, and we believe ths same can be said of all other jobbing concerns, it is more difficult for us to secure goods at the present time than it is to dispose of them.

The retail man, also, seems to realize the condition of affairs if we can judge from the number of orders we are receiving from day to day for fall delivery.

Taking everything into consideration, the prospects for this fall's business for both the jobber and the retailer are exceedingly promising.

C. W. HACKETT HARDWARE CO.

THE MINNEAPOLIS TRADE.

While business is somewhat more quiet of late, still there is but little difference in our sales, trade being quite good in spite of the hot weather. There is considerable building, thus far building permits showing up well as compared with the years previous to 1893, with indications that there will be quite as much or more during the balance of the year.

Our bank clearings are exceedingly large and show a very gratifying condition; collections excellent. Our city directory shows a large increase in population, which we have no doubt will be verified by the official count.

Crop conditions, as reported by our leading elevator owner, who has recently made a personal trip all over the lines on which his elevators are located in Minnesota and the Dakotas, as well as Nebraska and Kansas, show the most favorable conditions ever known, and unless we have an unusual hot spell we will have the banner crop, with indications of good prices.

In spite of the large stock of lumber carried over from last year and the unusual large cut so far this season, the lumbermen have already discovered a shortage, and have again advanced prices one dollar per thousand feet, with the promise of a still further advance; but there appears to be no let up in the demand.

The country tributary to these cities is in an unusually prosperous condition, and in spite of advanced prices we can see no reason why we should not have an excellent business for the balance of the year, at least.

W. K. MORISON & CO.

THE SAGINAW TRADE.

There have been a great many changes in the way of doing business in Saginaw since you, Mr. Editor, were here over thirty years ago. Our store is now practically 50 miles wide and 100 miles long, for the reason we get telephone orders every day, all the way from five to one hundred miles from here. We have a telephone exchange in our store, which enables us to handle the business successfully. The old ways of doing business, of thirty years ago, would not do in this age.

Although goods are high, they are not as high as they were in 1872. In looking over our inventory of that year, I find inventoried Mann's common axes at $10.70 per doz., and Blodgett's at the same price; 1-inch round iron at 3⅝ cents per pound, and ⅝-inch at 3⅞ cents; 8d nails at $4.50, and other goods in proportion.

The crops in this part of the country are all good but the wheat. Wheat has been harvested, but will be a short crop. Oats are doing well, and bid fair to be one of the largest crops ever raised. Corn and potatoes are also do-

PAN-
AMERICAN
R. R. BARROW.

With Round Steel Spoke Wheel
The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

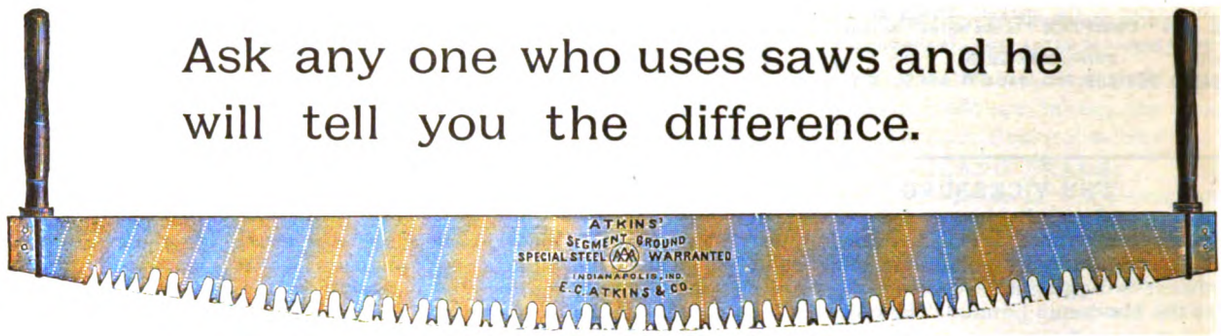


Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.

Digitized by Google

Atkins Saws are in one class.

. . . All others are in another.



ATKINS "SEGMENT GROUND" CROSSCUTS

BEAT THE WORLD.

E. C. Atkins & Co., Saw Mfrs.,

WRITE FOR PRICES. INDIANAPOLIS, IND.

ing well. We have had plenty of rain this summer, and fall feed will be good, and the farmers are feeling encouraged. The sugar beet crop looks promising, and there will be enough raised to supply the five sugar beet factories in this section of the State.

Lumber has advanced materially, and the yards here have all the orders they can handle.

Salt is very low, selling in large lots at 48 cents per barrel, barrel included.

Our coal mines are working, and most of the product is used in this State. MORLEY BROTHERS.

THE TRADE "ON THE ROAD."

Having been absent from the City of New York for the past six months, visiting the Hardware trade of the Middle and Western States, it is a pleasure for me to announce that during all my sojourn on the road in the past seventeen years, calling on the trade in this and other territory, I never experienced a pleasanter or more successful trip; never met the trade in better spirits, and never found them quite so ready and anxious to purchase. Notwithstanding the multiplicity of advances in close succession, nearly every one seemed ready to place their orders; expecting to pay the advance, apprehending further advances which have been in most instances realized. Merchants who have the past eight years been striving with untiring zeal and closest economy to show a balance on the correct side of the ledger, now find they have new courage, brighter hopes, and a more cordial shake of the hand to the traveling representative.

The crops throughout the country seem very promising, and the farmers are quite jubilant. There is every indication of the largest and most successful business in the next two years this or any other country have ever experienced in the annals of trade history.

Most of the factories are taxed to the utmost of their capacity to manufacture. A number having orders placed many month in advance of their ability to execute. Many foundries decline to entertain any contracts, or even name a price on castings; claiming they have more business than they can provide for up to July 1, 1900.

Many orders have been placed for the spring season of 1900 on lawn rakes, lawn mowers and other staple goods. The trade is looking forward to further advances. On the whole, confidence is restored, prosperity achieved, happiness and content prevail. Long may it continue.

GEORGE B. MAIN.

THE GRAPHITE TRADE.

July is naturally with us an off month. The salesmen take their vacations, and spend a few days at the home office talking over matters of business, and to receive instructions for fall and winter work.

This July, however, has gone through with a full head of steam on, easily breaking any previous record.

The three leaders are crucibles, graphite paint and lubricating graphite.

Paint orders have been particularly large, and notibly from concerns who have before used it in quantities for structural iron and bridge work.

Latest advices from the graphite mines show another marked advance, which has compelled us to raise the price on crucibles.

Electrotyping and brazing graphite have been marked up to forty cents per pound, and dealers have been notified of a new schedule of prices on cheap pencils, the increase being ten cents per gross, and fifteen cents per gross when sharpened. As "cheaps" have sold for years at about the cost of production, this raise is proper and just.

The outlook is for a very large and prosperous season, as the next four months are the most active of the year.

JOSEPH DIXON CRUCIBLE CO.

President Mandlebaum of the Southern Hardware Jobbers' Association has appointed F. K. Spicer, formerly of Memphis, Tenn., as the secretary of the Association. It is the intention of the President to push at once the publication of the minutes, and have all other matters pertaining to the Association promptly attended to.

Situation Wanted.

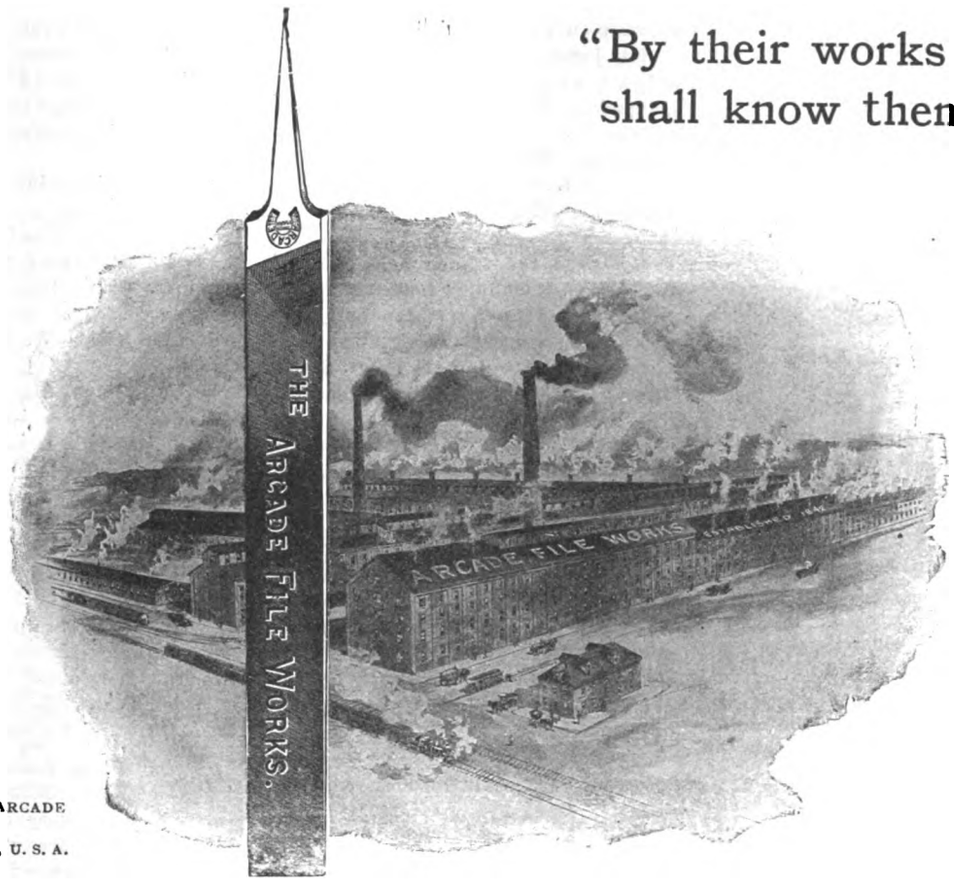
WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. At reference. Address SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

Digitized by Google

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

"By their works ye shall know them."



PLANT OF THE ARCADE FILE WORKS AT ANDERSON, IND., U. S. A.

BACK of an Arcade File stands the most complete and modern file manufacturing establishment in the world, directed by master minds, originators of a distinctly improved product, sold entirely on its merits, the modern plant insuring best quality. Back of an Arcade File stands this guarantee, "that an Arcade File will cut faster and wear longer than any other file made," and as an "earnest" of this guarantee, the Arcade File Works will send to any responsible Hardware Jobber, Wholesaler or Retailer, one dozen Arcade Files, to become the property of the receiver or returned at our expense if the guarantee is not fully borne out in every particular.

There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

NEW YORK: 97 CHAMBERS ST. **THE ARCADE FILE WORKS,** CHICAGO: 118 LAKE STREET.

Sole Makers of Weed's Patent Increment Cut Files.

Works: ANDERSON, IND., U. S. A.

Samuel W. Allerton, President. Courtlandt C. Clarke, Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bisbee, N. D.—E. W. Cairncross.

Boise, Idaho.—Articles of incorporation of the W. M. Jack Hardware Co., Ltd., have been filed. The capital stock is to be $10,000. The principal place of business will be Grangeville, and the first directors will be W. M. Jack, H. Orchard, J. M. Jack, Rudolph Bertsch and Holly Orchard.

Boise, Idaho.—W. A. Taylor.

Brooten, Minn.—The Nelson Hardware Co.

Charleston, Ill.—John Van Meter.

Chicago Heights, Ill.—W. F. Stoll.

Columbus, N. J.—G. Frank Harvey.

Enderlin, N. D.—W. F. Ginther.

Galveston, Texas.—G. M. Bryan, Jr., & Co.

Galveston, Texas.—The Clark Hardware Co.

Howard Lake, Minn.—Charles Munson.

Lindstrom, Minn.—Theodore E. Lindstrom.

Magnolia, Minn.—Sheehan Bros.

Nerstrand, Minn.—Simon & Ben Lechfeldt.

Sanford, N. C.—Sanford Hardware Co.

Seattle, Wash.—The Union Hardware Co. has been incorporated by John Campbell, James Campbell, Wilbert Campbell and Lucy Campbell with a capital stock of $25,000 in fifty shares of $500. The purpose of the company is to buy and sell Hardware, and the main office is Seattle.

Shawnee, Ohio.—The Shawnee Drug & Hardware Co.

Spokane, Wash.—The Geo. Spalding Co. has been incorporated by G. Spalding, W. H. Shields and H. Brewer, dealers in farm implements. Capital stock, $100,000.

St. Kilian, Minn.—Charles Fritz & Ludwig Von Holtum.

Tippecanoe, Ind.—Isaac Rhodes.

Whitney, Texas.—R. E. Finch, Jr.

Changes and Improvements.

Altoona, Iowa.—H. S. Mason & Son succeed John Porters.

Augusta, Ga.—Patterson & Conner succeed Charles Conner.

Bridgeport, Texas.—L. H. Bomar.

Bristow, O. T.—P. D. Stout has purchased the interest of M. Lumley in the firm of Stout & Lumley.

Brownsburg, Ind.—Shirley & Sons, dealers in Hardware and implements, have been succeeded by Shirley & Evans.

Canton, Ohio.—F. E. Piper succeeds Henry Warner.

Champaign, Ill.—Miebach Bros. succeed Henry J. Arenz in William Meibach & Co.

Colfax, Wash.—The stock of the Colfax Hardware Co. has been sold to E. R. Barroll, a local Hardware dealer, and J. M. Mahoney, a farmer living northwest of the town, and the store is closed while the stock is being invoiced. When the invoice is completed, if the sale is confirmed by the stockholders, Mr. Barroll will move his stock from the present quarters to the Colfax Hardware Co.'s building.

Davis Junction, Ill.—Rice & Lyman, Hardware, etc., dissolved.

Dimondale, Mich.—Cole & Eddy succeed Mr. Cole.

Dowagiac, Mich.—The Clark Hardware Co. succeed L. N. Smith.

Elgin, Ill.—H. B. Starr succeeds J. H. Payne.

Fort Wayne, Ind.—Koehlinger Bros. dissolve. H. G. Koehlinger continues.

Gainesville, Fla.—A. O. Steenburg withdraws from Thomas & Co.

Greenview, Ill.—James Tripp & Son, Hardware dealers, have been succeeded by Tripp Bros.

Grafton, N. D.—E. W. Cairncross will remove his stock to Bisbee.

Grand Rapids, Mich.—L. E. Adams is enclosing his Hardware building with steel siding, and will soon open for business.

Hixton, Wis.—C. A. Adams succeeds Winner.

Hubbard, Iowa.—Conrad Blom buys an interest with J. V. White.

Humboldt, Kan.—Broucher & Johnson, have succeeded J. W. Holtschmidt in the Hardware business. The new firm will shortly add a stock of furniture.

Hustburg, Tenn.—Crockett & Rogers succeed J. M. C. Young & Co.

Loomis, Neb.—W. E. Gamel succeeds D. T. Garrett.

Loveland, Col.—The Hardware store and stock of B. F. Jennings has been purchased by J. W. Vinarke, of Blanchard, Iowa, and the same will be moved to the two vacant rooms in the Opera House block.

Marlboro, Mass.—J. J. Hanley, the Hardware dealer, who opened business at No. 117 B Main Street, five years ago, and has done a profitable business since, finding his present quarters much too small for his present trade, is about to occupy the former location of G. R. Hall & Co. in the Lawrence block, a few doors west of his present quarters, where he will endeavor to still further increase business by the addition of many lines of goods which he could not keep here tofore because of a lack of room.

Macedonia, Iowa.—F. A. Lane succeeds Mr. McCready.

Nampa, Idaho.—E. L. Nettleton, Hardware, sold out.

New Haven, Conn.—The firm of Linsley & Lightbourn, Nos. 33 and 39 Broadway, has been dissolved, the business having been bought by the Lightbourn & Pond Co., a joint stock corporation organized under the laws of Connecticut, the officers being: R. C. Lightbourn, president; G. H. Pond, secretary and treasurer. F. J. Linsley has sold his entire interest to this company.

San Angelo, Tex.—J. Findlater, Jr., Hardware, has moved into the N. G. Taylor block, which has just been completed.

Owego, N. Y.—The mica department of A. P. Storrs & Co. will be removed from the floor over the company's Hardware establishment at No. 175 Front Street to the new factory on the rear of the Storrs' premises on the same street.

Paris, Ky.—Cook & Winn, Hardware, have been succeeded by Cook & Lowery.

Renville, Minn.—Prahl & Bean succeed H. Hagg & Co.

Richmond, Va.—Hankins & Mahoney dissolve partnership.

Roanoke, Va.—The Price-Arms Co. Ltd., succeed Butt, Price & Co.

Saline, Mich.—John McKinnon & Fred Jerry succeed S. H. Maher.

Sturgis, Mich.—W. T. Favorite succeeds Goff & Favorite.

Union Springs, Ala.—J. T. Robertson & Bro., dealers in Hardware, sold business.

West Mitchell, Iowa.—Grieg Bros. succeed Henry Indra.

White City, Kan.—A. Nordern & Son succeed K. L. Le Baron.

Whitehall, Wis.—Hulcatt & Hulcatt succeed C. F. Hulcatt.

Willis, Mich.—John C. Rosenworth succeeds Henry Rosenworth.

Worthington, Minn.—Burke Bros. & Sheeran are closing out.

Wylie, Texas.—L. D. McConley succeeds W. R. Scott in Hardware business.

Business Embarrassments.

Boston, Mass.—M. Masse, dealer in Hardware and crockery, has made an assignment. He has three stores.

Denison, Texas.—T. W. Dollarhide has filed a petition in bankruptcy.

Franklin, Ind.—Joseph M. Storey, a Hardware merchant of this city, has filed a petition in voluntary bankruptcy. Mr. Storey made an assignment about a year ago, and since that was disposed of, he has been the manager of a Hardware store, owned by outside capital. The amount of his unsecured indebtedness is $2063.13, with no assets.

Fires in Hardware Stores.

Flora, Ill.—Southwick & Barnum's Hardware store has been destroyed by fire.

Gallatin, Texas.—The Hardware store of M. A. Ewing & Co. has been destroyed by fire.

Manchester, N. H.—John B. Varick & Co., wholesale and retail Hardware dealers, damaged by fire.

Princess Anne, Md.—E. P. Fitzgerald's Hardware store has been destroyed by fire.

Burglaries in Hardware Stores.

Bobcaygeon, Ont.—Bottum's Hardware store, silverware.

Caro, Mich.—Lazelle Bros., revolvers.

Eden Valley, Minn.—F. C. Meier, Hardware, store burglarized and about $50 worth of cutlery carried off.

Hull, Ont.—G. J. Marston, small loss.

Newport, Ark.—Newport Builders' Hardware & Supply Co., cutlery.

Whitney's Point, N. Y.—F. E. Nowlan $150.

Digitized by Google

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

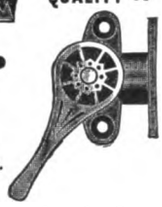
Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF M TERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE is.



The Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.



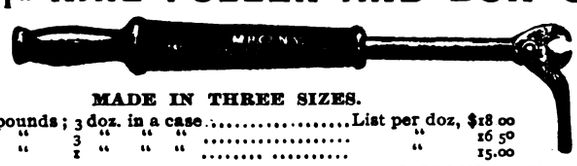


FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight,	5	pounds;	3	doz. in a case	.....	List per doz,	$18 00
No. 1½	"	4	"	3	"	"	"	"	16 50
No. 2	"	3	"	1	"	"	"	"	15.00

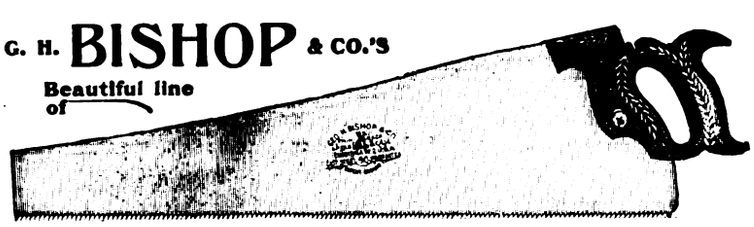
All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

SAWS G. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives,

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Bay City, Mich.—An industry, which promises to become very important, is the Bay Cutlery Works, owned and operated by George Reigel. The factory is located in the Fifth Ward, and has recently, by the addition of new machinery, greatly increased its capacity. The knives made specially by the Bay Cutlery Works are sugar beet knives.

Buffalo, N. Y.—The Union Iron Works has been incorporated by C. R. Baids, T. B. Riter, W. C. Cromwell, W. C. Ely, H. J. Pierce, H. P. Bissell and P. White; manufacturing iron, etc. Capital stock, $350,000.

Chicago, Ill.—The Fortune Mfg. Co. has been incorporated by C. L. Jenks, Jr., R. S. Cook and E. N. Sherburne, for the purpose of manufacturing and dealing in locks and other specialties. Capital stock, $4000.

Despatch, N. Y.—The Despatch Brass Hardware & Rolling Mills Co. has been incorporated by Peter S., Martha A. and Wm. Fletcher. Capital s ock, $134,500.

Jersey City, N. J.—The Pattison Ventilating Co. has been incorporated by Peter Whitney, David M. Bressler, and Leonard M. Ridgway, to manufacture ventilators. Capital stock, $125,000.

Lorain, Ohio.—Lorain has secured another industry, the latest being the American Shovel & Stamping Co., with a capital stock of $100,000. A building 80x200 feet will be erected at once, and 250 men will be employed. The capital is furnished largely by local men, the Johnson company being financially interested.

Newark, N. J.—The Heller Bros. Co., manufacturers, with $500,000 capital, has been incorporated.

Ottawa, Ont.—Ottawa has a new industry in the way of a file factory. It has been established in connection with the Ottawa Saw Works, Middle Street, Chaudiere. Considerable machinery has been added to the establishment, and about fifteen new hands have been taken on. All sizes of files are being manufactured and several hundred dozen of the implements will be turned out every week.

Philadelphia, Pa.—The Erric & North Co. has been incorporated: manufacturing emery, etc. Capital, $30,000. Incorporators: H. Erric, R. L. North, A. M. North, F. A. North, W. E Chapman, all of Philadelphia.

Pittsburg, Pa.—Another new plant is to be added to the industrial establishments of Allegheny County. It is at present being erected in Allegheny by a corporation of Pittsburgh capitalists, headed by Frank Moore, who is connected with the Westinghouse interests. This plant will manufacture exclusively all kinds of machine tools and tools used in various industrial works. It is intended to cover every known form of tool, special attention being given to the manufacture of lathes and steel and iron turners. The corporation is called the Pittsburg Machine Tool Co. and is incorporated at $50,000. Frank Moore is president and T. F. Curtis secretary. The new plant will give work to 500 men.

Pittsburg, Pa.—Spang, Chalfant & Co. has been incorporated; manufacturing iron and steel. Capital, $1000. Incorporators: C. H. Spang, Pittsburg; D. E. Park H. Chalfant, Allegheny; G. A. Chalfant, C. C. Chalfant, Etna.

Scranton, Pa.—The Connell Powder Co. has been incorporated; manufacturing powder. Capital, $55,000. Incorporators: A. J. Connell, H. A. Connell, W. L. Connell, J. R. Davis, C. M. Price, all of Scranton.

Steubenville, Ohio.—The certificate of incorporation of the Ohio Valley Iron Co. has been left for record at Clerk Robertson's office. The stock is limited to $150,000, of which $70,000 has been subscribed and $7000 paid in. The incorporators are C. F. Banning, G. C. Cooper, R. Hoffman, Jr., and Thomas A. Arthur, of Pittsburg, and D. J. Sinclair, of Steubenville.

Toronto Ont.—The Citizen Stove Co. has been incorporated by J. J. Westgate, president, and others; principal place of business, Montreal.

Uniontown, Pa.—The Uniontown Acme Radiator Co. has been incorporated by F. Hogsett, A. L. Moser, J. M. Husted, L. G. McCrum and I. W. Seamans and others, manufacturing radiators. Capital stock, $28,000.

Changes and Improvements.

Anderson, Ind.—The Union Steel Mills have resumed operations with 500 men, which will be increased to 1600 by the time the plant is in full operation. T. W. Wright who purchased it recently for $503 000 cash, signed the Amalgamated scale, which gives workers an advance of 15 per cent. in wages. The plants have been in the hands of a receiver for several years.

Fairmount, Ind.—The Fairmount Zinc Smelting Co. will immediately commence the erection of a $250,000 rolling mill, which is to be of steel entirely, and will cover five acres of ground.

Grand Crossing, Ill.—An extensive addition to the plant of the Grand Crossing Tack Co., South Chicago Avenue and Seventy-ninth Street, will shortly be erected at an expense of $125,000. The addition will take the shape of a rod mill, having a capacity of 100 tons of nail rods daily.

Island Falls, Me.—S. E. Howard recently purchased an engine, and with that as power, will arrange a trip hammer with which to manufacture axes. Mr. Howard has made an enviable reputation in this vicinity as an axe maker, and has been unable to fill all his orders during the past year, but as soon as he gets his trip hammer in operation he expects to be able to fill all orders promptly.

Lansing, Mich.—The business of the Lansing Wheelbarrow Co., which already has the largest wheelbarrow factory in the country, has increased to an extent which calls for a large addition to the plant. Work on the improvement will be commenced at once.

Middletown, Conn.—Doebler & Co., who are to commence the manufacture of Hardware in what is known as the old shirt factory at the Farms, are contemplating the erection of a three-story addition of brick to their factory, 50 feet long. It is hoped to start business immediately, with about 30 men at work.

Quakertown, Pa.—The new stove works of Roberts, Winner & Co. is under roof, and the firm expect to commence operations in the new building some time next month. The new structure certainly is a credit to the owners. It will be one of the largest foundries of the kind in this part of the State, and will give employment to a large number of hands. It is thought that another building will be required for the transaction of the business of the firm on the scale projected. It will be erected on a lot adjoining the main building.

Reading, Pa.—The Reading Iron Co. have bought the Ringgold Furnace in Pottsville, from the Philadelphia & Reading Co. It is said the new owners will operate the furnace, which has been cold for twenty-five years.

West Fairview, Pa.—The large nail works here, after an idleness of several years, will resume work in a few days. The resumption of this plant will give employment to several hundred men.

Recent Fires.

Albany, N. Y.—Part of the agricultural and machine works of P. K. Dederick's Sons, situated in Tivoli Hollow, in the North End, has been destroyed by fire, and the loss was greatly augmented by the destruction of scores of valuable patterns of machines built and patented by the Dedericks since 1876. Considerable of the firm's business consists in furnishing sections of machines built at the works years ago, but now, with the patterns destroyed, the loss is irretrievable.

Hamilton, Ont.—The Barrow, Stewart & Milne Co.'s stove foundry, scale works and iron foundry, damaged by fire to the extent of $40,000, principally on stock.

Miscellaneous.

Warren, Mass.—Business at the shop of Torkelson Gun Mfg. Co. is rushing, and big shipments are being made every few days. Extra help is being put on and 60 hands are employed by the concern.

Wheeling, W. Va.—The McKay shoe nail concern on South Water Street, is humming away at a lively rate making six days per week. For some little time the company has not experienced any of the annoying shortage of material that hampered operations earlier in the season. Over a score of machines are turning out nails as fast as they can possibly do so.

Digitized by Google

THE AUDIT COMPANY
OF NEW YORK,

Equitable Building, 120 Broadway.

Acting President, AUGUST BELMONT, Vice-President, WILLIAM A NASH
Manager, THOMAS L. GREENE, Chief Consulting Auditor STEPHEN LITTLE.
Consulting Engineers, WM. BARCLAY PARSONS F. S. PEARSON FORD, BACON & DAVIS.
Secretary and Treasurer, EDWARD T PERINE.

DIRECTORS:

August Belmont, Frederic P Olcott, James Stillman, William A. Nash, Joseph S. Auerbach, George G. Haven, A J. Cassatt, Marcellus Hartley, Charles R. Flint, George Coppell, G B. M. Harvey, John I. Waterbury, George W. Young

ADVISORY COMMITTEE of STOCKHOLDERS:

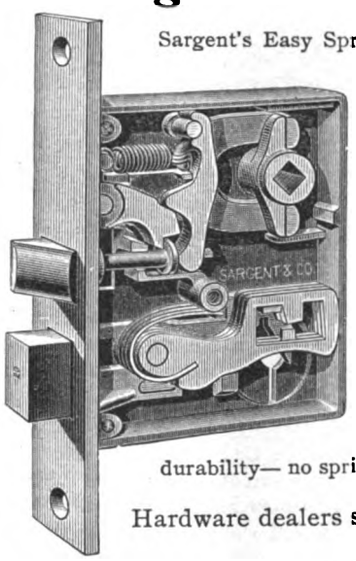
W Bayard Cutting, Walter G Oakman, A. D Juilliard, Henry W Poor, Louis Fitzgerald, T Jefferson Coolidge, Jr., Charles S. Fairchild, Gustav E Kissel, Isaac N Seligman, E. R. Chapman.

Physical and Accounting Examinations.

In addition to accounting examinations, the charter of The Audit Company of New York authorizes it to examine and report upon the physical condition and economy of operation among others of Electric Railway, Illuminating and other Companies. It also appraises the values of manufacturing and other plants.

Physical and accounting examinations combined afford a correct basis for corporation financing and for valuation of corporate securities or partnership interests.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

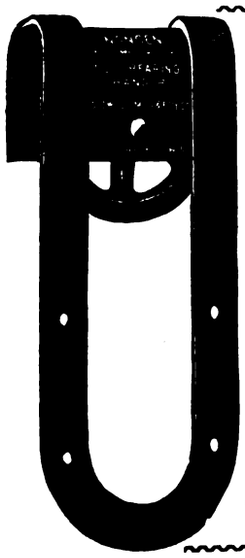
EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.



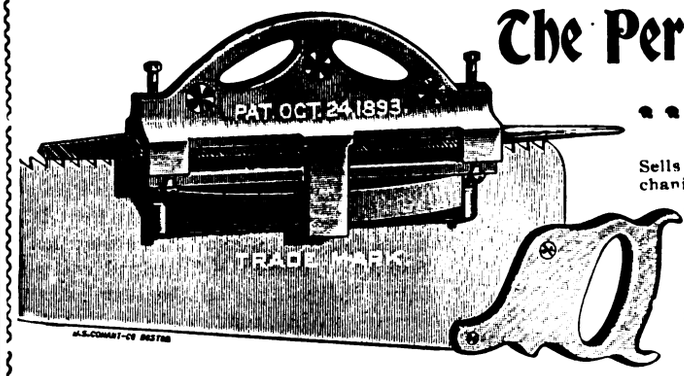
NANSEN
is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

The Perfect Saw Jointer



Sells at sight. Every mechanic needs it! **Uses any kind of a file.** Adjustable to any thickness of saw blade. Joints any straight perfectly true. . . . . Send for prices. Catalog of largest line in the world of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,
on application.

THE PIKE MFG. CO., - PIKE STATION, N. H.

HORSESHOE MAGNET HAMMER.
WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.
Superior to any magnetic tool heretofore made.
ARTHUR H. ROBERTSON, Patentee and Sole Mfr.,
185 Summer Street, Boston, Mass.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.



Size ½ Inch

CHEAPEST
IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
458 Quincy St.,
Brooklyn, N. Y.

WATERBURY BRASS CO.,
60 Centre St., New York.
. . Manufacturers of . .
Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.

The ROOT BROS. CO., Plymouth, O.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Chicago, Ill. — The Howard H. Brown Automobile Co. has been incorporated; capital, $100,000; manufacture automobiles, motors, bicycles, etc. Incorporators: Howard H. Brown, A. L. Kull, Harold A. Smith.

Columbus, Ohio.—The Admiral Bicycle Lamp Co. has been incorporated by C. C. Armstrong, S. W. Court, W. R. Gault, O. S. Sears, E. C. Thomas, for the purpose of manufacturing bicycle lamps, etc. Capital stock, $7000.

Elkader, Ia.—A. C. Reinck has opened a bicycle store.

Jersey City, N. J.—The American Dunlop Tire Co. has been incorporated with a capital stock of $200,000.

Logansport. Ind.—Cramer, Barnhart & Dollohan.

Milwaukee, Wis.—A company, for the manufacture of ice bicycles, has been incorporated in this city with a capital stock of $80,000, by E. H. Streissguth, E. F. Mertz and P. G. Lewis.

New York, N. Y.—The New York Tire Co., to manufacture, purchase and sell bicycle and carriage tires; capital, $1000. Directors: Ernest J. Euphrat, George B. Woodworth, and W. B. Parker, Brooklyn.

Portland, Me.—Chapman & Sons Mfg. Co. has been incorporated by G. F. Chapman, W. L. Hodges, W. J. Chapman, W. F. Chapman, all of Stoughton, for the purpose of manufacturing motor bicycles and automobiles. Capital stock, $150,000.

Rockford, Ill.—The National Specialty Mfg. Co. has been incorporated; capital, $2500; manufacture hydro-carbon lamps, Hardware specialties, etc. Incorporators: Charles F. Sperry, A. E. Fisher, A. M. Picken.

Rowley, Mass.—Charles O. Bishop.

San Jose, Cal.—The Garden City Cyclery has been incorporated to sell and repair bicycles, etc. Capital, $10,000. Incorporators: W. H. Krause, H. M. Krause, E. Wright, R. R. May, I. Trone, all of San Jose.

Trenton, N. J.—The National Tube Co. has filed a certificate, signed by Edmund C. Converse, president, and A. F. Luke, secretary of the company, setting forth that its entire $80 000 000 of authorized capital stock had been paid in, $5000 in cash and the balance in the purchase of property.

Washington, D. C.—The Columbia Motor & Mfg Co has been incorporated with Theodore J. King, president, and Arthur O. Babendrier, secretary; for the purpose of selling motor vehicles, etc. Capital stock, $2,000,000.

Changes and Improvements.

Allston, Mass.—The Parkway Cycle Co., Cambridge Street, closed.

Boston, Mass.—Haines & Battefield, dealers in bicycles, have been succeeded by J. D. Battefield.

Cambridge, Mass.—The W. B. Churchill Co. removed from No. 1914 Massachusetts Avenue to No. 1900 Massachusetts Avenue.

Freehold, N. J.—The bicycle lamp and saddle factory, formerly leased by the George Pierce Co., has been sold. The property was purchased by Rulif P. Smock, Frank C. DuBois and Hubbard F. Weeks, for $675, which is about $270 more than the indebtedness. The company will occupy their new purchase as a manufactory of pneumatic wheel carriages.

Hartford, Conn.—The Columbia & Electric Vehicle Co. have acquired the plant of the New Haven Carriage Co., which will be used for the manufacture of automobile bodies. The purchase price is said to have been $200,000.

Indianapolis, Ind.—The Indiana Bicycle Co. of this city has sold its seamless tube plants at Albany, this State, and Auburn, Pa., to the Shelby Steel Tube Co., of Cleveland, Ohio, which, in addition, has bought the tube factory belonging to the Pope Mfg. Co., of Hartford, Conn. The absorption of these plants gives the Cleveland company control practically of all the seamless tube factories in the country. The Cleveland company now controls eleven plants, and is backed by a capital of $10,000,000.

Kenosha, Wis.—The C. H. Sieg Mfg. Co. will be reorganized, and instead of making bicycles will manufacture automobiles and gasolene engines.

Linden, Mass.—Cuenin & Herbert, Beach Street, closed.

Morristown, N. J.—The J. H. Carlson Bros. Co., dealers in bicycles, succeeded by F. A. Trowbridge & Co.

Pittsfield, Mass.—L. L. Atwood has leased his block and bicycle business on Bank Row to W. J. Devall, who has for some time conducted a bicycle repairing establishment in West Street. Mr. Devall will now run both.

Rockford, Ill.—J. W. Hurd, formerly superintendent of the Rockford Cycle Co., has purchased the stock and machinery of the concern at Sheriff's sale for $1050.

Trenton, N. J.—The United States Tube Co. has changed its name to the National Tube Co., and increased its capital stock to $30.000.000.

Union City, Pa.—Fenno & Howland, bicycles, reported to have dissolved business, continued by Ray K. Fenno.

Willimantic, Conn.—The bicycle stock of Chesebro & Elliott, has been sold to Jordan Brothers.

Tarrytown, N. Y.—The Kingsland Point property here, comprising 600 acres of land, has been sold for a consideration of $150.000 to Amzi L. Barber and John Brisben Walker. It is said they intend to remove their automobile factory now at Newton, Mass.

Toledo, Ohio.—The Lucas Cycle Mfg. Co., reported to have sold out.

Warsaw. N. Y.—Gardner & Montgomery, succeeded by Gardner & Gage.

Recent Embarrassments.

Chicago, Ill.—Albert D. Brewster, bicycle supplies, has made an assignment. Assets, $2000; liabilities, $800.

Recent Fires.

Hopkinsville, Ky.—E. M. Rich, Main Street, loss, $900; no insuranee.

Montreal, Can.—N. Lariviere, No. 682 St. Denis Street, damage $4000.

Newton, Mass.—Chas. L. Lynch's bicycle store in the Nonantum building, has been destroyed by fire.

Saratoga, N. Y.—Chas. Leggett's bicycle store has been damaged by an explosion of naphtha.

Vineyard Haven, Mass.—Frank Golart, completely destroyed, loss unknown; caused by explosion of naphtha tank.

Waterville, Kan.—E. G. Steele.

Winsted, Conn.—The factory of the L. M. Jones Co., manufacturers of bicycle handles, has been completely destroyed by fire, together with the contents, entailing a loss of $22,500. The fire was caused by a spark from a chimney. Fifty people were thrown out of employment. The company carried $14,000 insurance, and will probably rebuild at once.

Recent Burglaries.

Clayton, N. J.—Parties unknown broke the windows of Smith's bicycle shop recently and stole $30 worth of stuff, such as lamps, bells, etc.

Woodbury, N. J.—The bicycle store of George Arnold has been broken into and robbed of a hundred dollars' worth of sundries.

Miscellaneous.

Springfield, Mass.—The Lamb Mfg. Co. are busy preparing to turn out new wheels of 1900 model. There will be some notable changes from the models of this year. The new wheels will be lighter, and the adjustments will be changed and made more convenient.

Toledo, Ohio.—The Maumee Cycle Co.'s plant is for sale by the receiver, Terry. An effort has been made by the receiver to interest a number of capitalists in the place, but nothing definite has been done. The plant is being held at $7000, and the actual cost of the place was about $15,000 when built. It is one of the best equipped small factories in the State.

Digitized by Google

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
ALSO HEADQUARTERS FOR
GALVANIZED AND TINNED NAILS,
BOAT NAILS, SPIKES, ROUND IRON RODS,
SLATING & ROOFING NAILS, SLATERS' TOOLS,
COPPER NAILS AND TACKS,
279 PEARL ST., NEW YORK.
ESTABLISHED 50 YEARS.

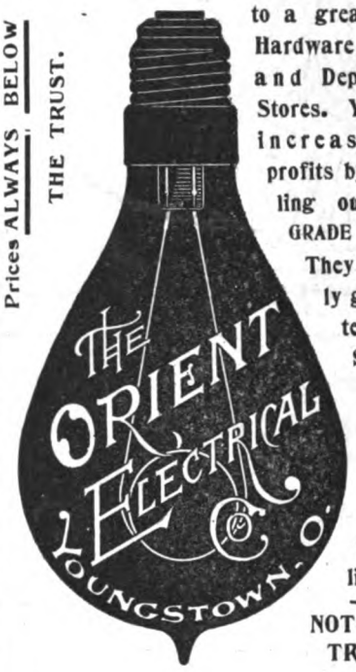

DESKS,
Chairs, Cabinets,
Letter Files
4 ft long $13.50 cash with order.
THE U. S. DESK, FILE & CABINET CO.,
INDIANAPOLIS, IND.

BEST INVESTMENT EVER MADE.
Devine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.



A. MUGFORD · DESIGNER
ENGRAVER & ELECTROTYPER
HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING
ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

WE SELL LAMPS



Prices ALWAYS BELOW THE TRUST.

to a great many Hardware Dealers and Department Stores. YOU can increase your profits by handling our HIGH GRADE LAMPS. They are fully guaranteed. . . Special prices to the Trade. Correspondence solicited.

NOT IN THE TRUST.

When you want to buy Strops, write for Shull's Catalogue and Prices.
I Mfgr. Strops with Merit
"THE ORIGINAL"
ORIGINAL
TRADE MARK REGISTERED
SOLE
"THE DEWEY"
FOR RAZOR USE ONLY

WM. A. SHULL
STROPS
THE WORLD'S STANDARD
PHILA. PA. U.S.A.
MFG. R.

Don't let any one deceive you. Consult and buy ONLY "Shull's."
I Mfgr. Strops with Merit
"THE PERFECTION"
"THE SCHLEY"


FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

REGULAR STANDARD SIZES OF FILES.

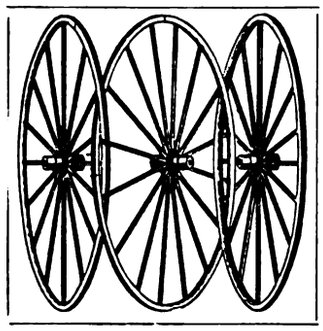
[Expressed as nearly as possible without the use of Decimals]

Length.	Mill-Saw Files.	Flat.	Hand.	Half Round.	Round and Square.	Cabinet Files.	Regular Taper Files.	Slim Taper Files.	Pit Saw Files.	Warding Files.
3 in.	1/32 × 1/16 in.	1/16 × 6/64 in.	7/16 × 3/32 in.	1/16 × 3/32 in.	1/8 in.		1/4 in.	3/16 in.	1/4 × 1/8 in.	3/8 × 3/64 in.
3½ in.							5/32 in.	7/32 in.	9/32 × 6/64 in.	1/16 × 6/64 in.
4 in.	1/16 × 6/64 in.	1/16 × 3/32 in.	1/2 × 1/8 in.	7/16 × 1/8 in.	5/32 in.		3/16 in.	1/4 in.	5/16 × 3/32 in.	1/32 × 1/16 in.
4½ in.							3/16 in.	9/32 in.	11/32 × 6/64 in.	3/32 × 1/16 in.
5 in.	1/32 × 3/32 in.	1/32 × 1/8 in.	5/32 × 5/32 in.	1/32 × 5/32 in.	1/16 in.		7/32 in.	5/16 in.	3/8 × 1/16 in.	1/32 × 6/64 in.
5½ in.							1/4 in.	11/32 in.		1/32 × 6/64 in.
6 in.	5/64 × 1/8 in. scant.	5/64 × 3/32 in.	3/64 × 1/16 in.	5/64 × 1/16 in.	3/32 in.	1/16 × 6/64 in.	9/32 in.	3/8 in.	1/16 × 3/32 in.	5/64 × 3/32 in.
7 in.	3/64 × 1/8 in. full.	3/64 × 3/32 in.	1/32 × 1/16 in.	3/64 × 1/16 in.	1/8 in.	1/16 × 6/64 in.	5/16 in.	7/16 in.		
8 in.	1/16 × 5/64 in.	1/16 × 1/8 in.	3/64 × 3/32 in.	1/32 × 1/16 in.	5/32 in.	3/32 × 1/8 in.	11/32 in.	1/2 in.	1/16 × 3/32 in.	
9 in.	1/32 × 1/16 in.	1/32 × 3/32 in.	1 × 1/8 in.	1/64 × 1/8 in.	3/16 in.	1 × 3/32 in.				
10 in.	1 × 3/16 in.	1 × 1/8 in.	1 3/32 × 3/32 in.	1 × 3/32 in.	7/32 in.	1 1/32 × 7/32 in.				
11 in.	1 3/32 × 1/16 in.	1 3/32 × 3/32 in.	1 1/16 × 1/16 in.	1 3/32 × 1/16 in.	1/4 in.	1 1/16 × 1/4 in.				
12 in.	1 1/16 × 3/32 in.	1 1/16 × 1/16 in.	1 1/16 × 1/16 in.	1 1/16 × 1/32 in.	9/32 in.	1 1/4 × 1/4 in.				
13 in.	1 1/16 × 3/32 in.	1 1/16 × 1/16 in.	1 1/32 × 1/32 in.	1 1/16 × 3/32 in.	5/16 in.					
14 in.	1 1/32 × 1/16 in.	1 1/32 × 1/32 in.	1 1/16 × 3/64 in.	1 1/32 × 1/32 in.	3/8 in.					
15 in.	1 1/16 × 3/32 in.	1 1/16 × 1/32 in.	1 1/32 × 1/16 in.	1 1/16 × 1/16 in.	11/32 in.					
16 in.	1 1/32 × 1/16 in.	1 1/32 × 1/32 in.	1 1/16 × 1/16 in.	1 1/32 × 1/32 in.	3/4 in.					

This Table of Sizes will give consumers, and all persons concerned in the use of Files, a fair idea of the sizes of the full parts of Files most generally used. It will also be found useful to persons who generally want Files of a certain width or thickness, and who may not know the corresponding length of such Files.

Hopkins' "Handy Notes and Queries."

Digitized by Google



Do You Sell Wheels?

PARRY makes Buggy wheels. **PARRY** makes none but the best grades of Buggy wheels. **PARRY** uses nothing but genuine second growth Indiana White Hickory, thoroughly dried. **PARRY** wheels are easy to sell because they are good wheels, well advertised. You should get **PARRY'S** prices.

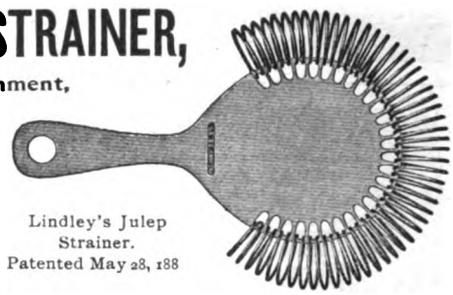
PARRY - BUGGIES - INDIANAPOLIS.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 188

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark 

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

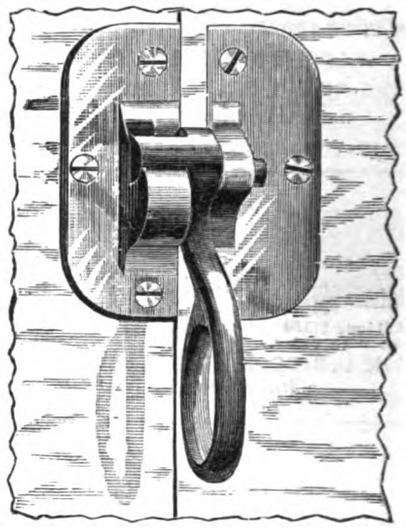
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT.	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL.	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



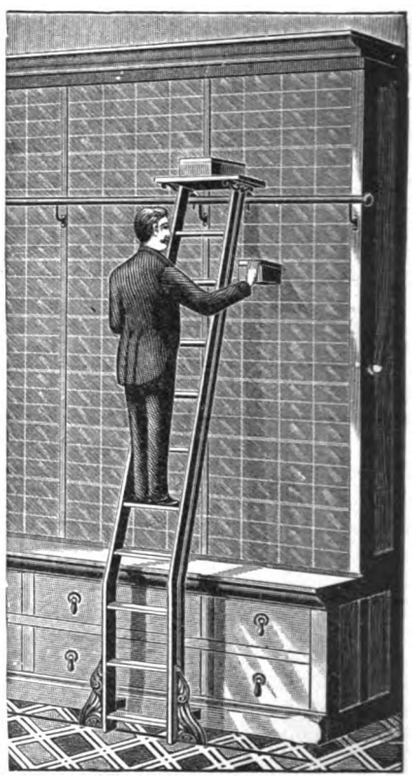
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

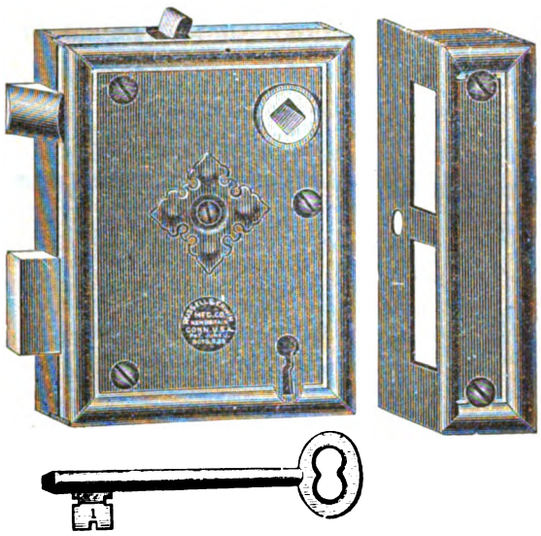
50 STATE STREET, CHICAGO, ILL.

AGENCIES:

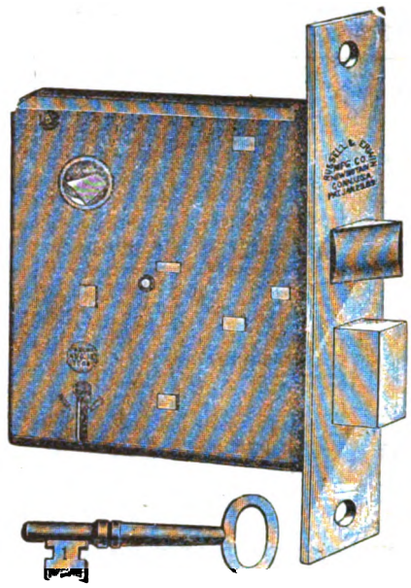
Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 82 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

WROUGHT STEEL DOOR LOCKS



EXCEL IN LIGHTNESS AND STRENGTH.



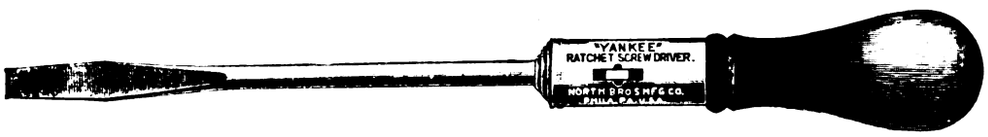
WROUGHT STEEL RIM LOCKS.

WROUGHT STEEL MORTISE LOCKS.

MANUFACTURED BY

RUSSELL & ERWIN MANUFACTURING CO.

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.



NO. 10 "YANKEE" RATCHET SCREW DRIVER.



NO. 30 "YANKEE" SPIRAL-RATCHET SCREW DRIVER.



NO. 40 AUTOMATIC DRILL.

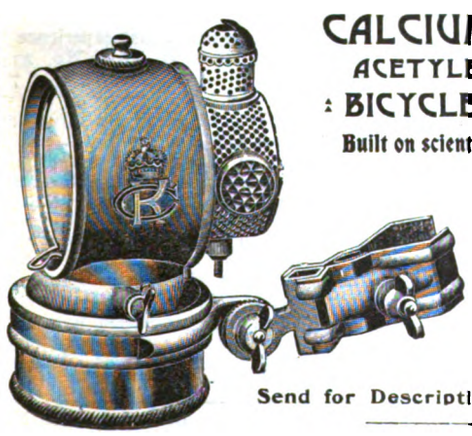
"YANKEE" TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS. SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

MANUFACTURERS,

NORTH BROS. MFG. CO.,

PHILADELPHIA, PA.



CALCIUM KING ACETYLENE GAS : BICYCLE : LAMP :

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,

Waterbury, Conn.

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.
They always sweep well
Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Running Qualities.
Beauty of Finish.
Mechanical Perfection.

Our Catalogue and prices will interest you.

EVERY SWEEPER WARRANTED.

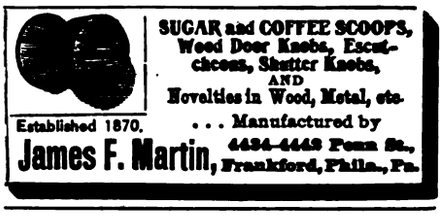
The Goshen Sweeper Co.,

GRAND RAPIDS, MICH.

Digitized by Google







BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

ON OUR AD. LIST AS ONE OF THE BEST.

Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
600 SENATE — INDIANAPOLIS, IND.

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.
SOLE MANUFACTURERS, Philadelphia.

VERY SATISFACTORY.

National Cement & Rubber Mfg. Co., Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio. a

SALESMAN acquainted with New York City architects and contractors. One thoroughly conversant with all details pertaining to builders' Hardware Competent to make estimates from plans and specifications. Address CAPABILITY, care HARDWARE, No. 143 Chambers Street, New York. 44

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARS, care HARDWARE, No. 143 Chambers Street, New York. 48

A HARDWARE salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care HARDWARE, No. 143 Chambers Street, New York. 47

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No. 143 Chambers Street, New York. 30

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill factory furnace work, etc. Address, GEORGE HERGET, care of Medart Paten Pulley Co., St. Louis, Mo. 26

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No 143 Chambers Street, New York. 27

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala. 17

A MAN (26 years), single, now employed as manager by a retail Hardware house in Maine, has been 10 years with present house, desires a position with a larger concern where there are better prospects for advancement. Has no objection to locating anywhere from United States to Philippine Islands. Address E. B., care HARDWARE, No. 143 Chambers Street, New York. 18

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 222 Van Nostrand Place, Jersey City, N. J. 22

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York. 11

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J 13

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York. 14

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City. 7

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, N. Y. 8

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York. 9

SALESMAN of experience, to sell staple lines of Hardware to New York City and near-by trade. Address N. W., care HARDWARE, No. 143 Chambers Street, New York. 19

Digitized by Google

Situations Wanted.

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York. 28

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind. 5

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York. 6

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade thrcugh the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York. 46

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York. 40

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. 32

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York. 20

Side Line Offered.

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. 21

A Business Opportunity.

A GOOD opportunity for small investments, about $5000 of 7 per cent. preferred stock in small corporation doing a profitable business; shares $100 each. Business closely connected with iron and steel interests. Full particulars and references. Address, IRON & STEEL, care HARDWARE, No. 143 Chambers Street, New York. 42

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York. 2

Hardware Business For Sale.

A GOOD well-established Hardware, clean stock and well located. Will invoice about $3000, bought while prices were low. Splendid opening for a good tin shop in connection with the store. Rent reasonable. Good reasons for selling. Population 7000. Address M. N., Box 322, Thomasville, Ga. 37

HARDWARE business for sale, thirty-five miles from New York City. Chance for an energetic man. Price low. Satisfactory reasons for disposing of same. Address H. O. G., P. O. Box 2383, New York City. 15

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis. 23

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York. 3

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable: needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O Box 195, Hoboken, N. J. 29

"ONE OF THE FEW PAPERS WE READ."

Tabb & Jenkins Hardware Co., Baltimore, Md. [*Hardware, Cutlery, Guns, Ammunition, etc*]: We have always considered HARDWARE as a valuable acquisition to trade literature, and it is one of the few papers which we read through from cover to cover. It is valuable in calling the buyer's attention to new goods on the market, and we should think to the manufacturers, it would be a good medium of introduction. W. L. Fairall.

"SHOULD MISS IT VERY MUCH."

Morley Bros., Saginaw, Mich. [*General Hardware*]: We receive HARDWARE every issue, and find it of such interest as to oblige us to look through its pages quite carefully, and note with considerable interest the items you publish. It is quite an aid to the writer in his branch of the business, and we wish to say, that we should miss your paper very much indeed, if we did not receive it. W. L. Sandford.

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING SLEIGH BELLS.

Our Sterling Sleigh Bells made from Copper-Steel, Nickel or Brass Plated are the best Sleigh Bells made that can be sold at prices we are offering them. Buy Sterling Brand and take no substitute. For sale by the wholesale Saddlery and Hardware trade.

N. N. HILL BRASS CO., East Hamp'on, Conn.

Perfection Ventilator



NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .

For information and prices write to

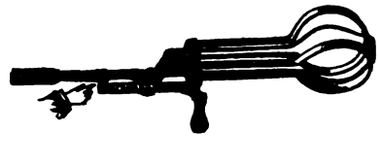
BERGER BROS. CO.,

231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

We make the largest line in the world. Send for samples and prices

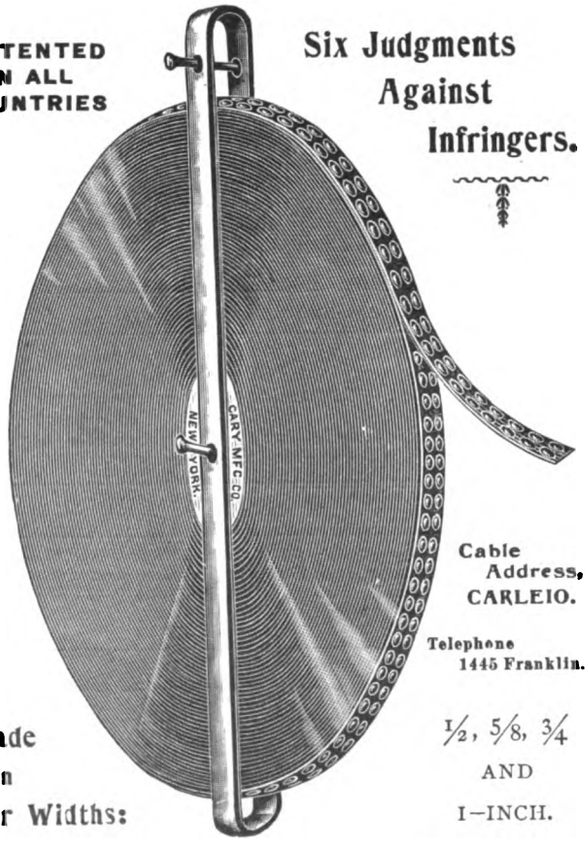
STANDARD CO., 33 Haverhill St., Boston, Mass., U. S. A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

From "Hopkins' Handy Notes and Queries."

BUILDERS' REFERENCE TABLES.

Size of Glass in Windows. 12 Lights.	8 Lights.	4 Lights.	Size of Sash and Frame.	Weights. 1¼	1½
				Lbs.	Lbs.
8x10	12 x10	12 x20	2.4 x3.10	4	5
8x12	12 x12	12 x24	2.4 x4.6	4½	5
9x12	13½x12	13½x24	2.7 x4.6	5	5½
9x13	13½x13	13½x26	2.7 x4.10	5½	5½
9x14	13½x14	13½x28	2.7 x5.2	5½	6
9x15	13½x15	13½x30	2.7 x5.6	5½	6½
9x16	13½x16	13½x32	2.7 x5.10	6	6½
10x12	15 x12	15 x24	2.10x4.6	5½	6
10x14	15 x14	15 x28	2.10x5.2	6	6½
10x15	15 x15	15 x30	2.10x5.6	6	7
10x16	15 x16	15 x32	2.10x5.10	6½	7½
10x18	15 x18	15 x36	2.10x6.6	7	8
10x20	15 x20	15 x40	2.10x7.2	8	9
11x14	16½x14	16½x28	3.1 x5.2	6	7
11x15	16½x15	16½x30	3.1 x5.6	6½	7½
11x16	16½x16	16½x32	3.1 x5.10	7	8
11x17	16½x17	16½x34	3.1 x6.2	7	8
11x18	16½x18	16½x36	3.1 x6.6	7⅛	8⅛
12x14	18 x14	18 x28	3.4 x5.2	6½	7½
12x15	18 x15	18 x30	3.4 x5.6	7	8
12x16	18 x16	18 x32	3.4 x5.10	7½	8½
12x18	18 x18	18 x36	3.4 x6.6		9½
12x20	18 x20	18 x40	3.4 x7.2		10½
12x24	18 x24	18 x48	3.4 x8.6		12

One Hank of Sash Cord will hang 16 Weights. Each Hank Measures 75 feet and weighs about 2 1-4 lbs.

SASH WEIGHTS.—Standard Size List.

Lbs.	Inches diam'r	Inches length	Lbs.	Inches diam'r	Inches length	Lbs.	Inches diam'r	Inches length
2	1 1/8	8¼	9	1 2/16	18	18	1⅞	25½
2½	1 1/8	10	9½	1 2/16	19½	19	2	24½
3	1 2/16	11	10	1 2/16	19	20	2	25½
3½	1 2/16	11	10½	1 2/16	19½	21	2	27½
4	1 2/16	12	11	1 2/16	20⅜	22	2	28
4½	1 2/16	13	11½	1 2/16	19	23	2	30
5	1 2/16	13	12	1 2/16	20	24	2	31
5½	1 2/16	14	12½	1 2/16	21	25	2	32
6	1 2/16	14½	13	1 2/16	22	26	2	33
6½	1 2/16	15½	14	1 2/16	23½	27	2	35
7	1 2/16	16¼	15	1 2/16	25	28	2	37
7½	1 2/16	17	16	1 2/16	23½	29	2	38
8	1 2/16	17⅞	17	1 2/16	24½	30	2	39½
8½	1 2/16	17⅞						

2-lb. to 20-lb. Patent Eye. 21-lb. to 30-lb. Solid Eye.
Sizes not on List, and Square Weights, half-cent per lb. extra.

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters..... } 40&7½%
Ship Carpenters..... }
Railroad. .....

Abattoir Cleavers—

Nichols Bros.:
Beef Splitting.. .....80%
Packing House.....80%

Ammunition—

CAPS, PERCUSSION—@ 1000—
U. M. C. Co. and Hicks, trimmed edge.....47 @ 50c
U. M. C. Co. and Hicks ground edge.....47 @ 50c
F. L., Waterproof, 1-10.....67 @ 40c
Musket, Waterproof, 1-10's..58 @ 60c
G. D .....33 @ 35c

CARTRIDGES—
Rim Fire Cartridges.....60%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle.....25%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, except 22 and 32 cal., additional 10% on above discounts.
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.. .....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....25&10%
B.B. Caps, Con. Ball, Swgd....25&10%

PRIMERS—
Berdan Primers. 10%
B. L. Caps (for Sturtevant Shells) 10%
All other Primers.....10%

SHELLS—
First quality, 4, 8, 10 and 12 gauge 25&10%
First quality, 14, 16 and 20 gauge $7.50.....20&10%
Black Club, Nitro Club, Rival and Climax brands, 10 and 12 gauge, 20&5%
Brass Shot Shells, 1st quality....60%
Brass Shot Shells, Club, Rival and Climax.. .....65%

SHELLS, LOADED—
"New Club," Black Powder... 40&5%
"Black Club," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
"Trap," Nitro Powder...40&10& 10&5%

GUN WADS—@ 1000—
B.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50 } 20%

SHOT—
Drop Shot, sizes smaller than B, 25-lb bags @ bag.....$1.45
Drop Shot, sizes smaller than B, 5-lb bags, @ bag..... .35
Drop Shot, B and larger sizes, 25-lb bags, @ bag.....$1.70
Drop Shot, B and larger sizes, 5-lb. bags, @ bag..... $ .40
Buck Shot, 25-lb bags, @ bag....$1.70
Buck Shot, 5-lb bags, @ bag.... $ .40
Chilled Shot, 25-lb bags, @ bag..$1.75
Chilled Shot, 5-lb bags @ bag.. $ .40
Dust Shot, 25-lb bags, @ bag....$2.10
Dust Shot, 5-lb bags, @ bag..... $ .50

POWDER—
Laflin & Rand Powder Co.:

CANISTER POWDER—
Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra,"
F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 3.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 1.75
Nos. 1, 2, in ¼ kegs of 6¼ lb each..... 1.00
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder,
In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder,
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A,"
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B,"
CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each .....
Fourth of July Powder,
In kegs of 25 lb each.....
Laflin & Rand Smokeless,
10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—
E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .35
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success.....@ doz. $3.80
Gallen Safety.....@ doz. $3.75
Hartman's Pivot.....@ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....@ doz. $3.85
Western.....@ doz. $3.75

Anti-Rattlers—

Fernald, Wire....@ doz. pairs. .75
Burton's, No. 2....@ doz. pairs. .75
Burton's, with bolt holder, No. 1.....@ doz. pairs.$1.00
Kohler's:
Invisible, No. 3.....@ gro. $6.80
Perfect, No. 2.....@ gro. $7.00
Bolt Holder, No. 1.....@ gro. $9.00

Anvils—

American "Horse-Shoe"...9¼@9¾c
Armitage's Mouse Hole.....8¼@9¼c
Eagle Anvils, @ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼@8¾c
Peter Wright's.....9¾@10¼c
Samson.....4 @10%
Trenton.....8¼@9c

ANVIL AND VISE COMBINED—
Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....70@70&5%
Common Auger Bits.....70@70& 5
Cook's N. H. Copper Co.....60%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30. 50&10@50%
Nobles Double Spur, No. 33.....70%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@50%
Ring Augers.....70%
Pugh's Black.....20%
Jennings' Pattern....60&10&10@70%
Snell's Car Bits.....60&10&5%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....33⅓@33⅓&10%
Ives.....33⅓@33⅓&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—
C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model,@ doz. $60....50@50&10%
Swan's.....40@40&10%

DOUBLE CUT GIMLET BITS—
Common.....@ gro. $2.75@$3.25
Diamond @ doz. $1.25.....40&10%
Douglass'.....40&10@50%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50&10%
Snell's:.....50@50&10%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—
Cincinnati Tool Co., for wood....40% for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60@70%
K. & F.....60&10&10&5%
Morse.....60&10&10%
Syracuse, for wood.....40%

TWIST DRILLS—
Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....60%
New Process.....60&10%
Standard .....60&10%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—
L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10@40%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad, @ gr.....$2.00@$3.25
H'ld Scratch @ gr.....$3.50@$4.00
Pat. Peg @ gr.....25@35c
Sewing, Com.....@ gro. 85c@$1.00
Should. Peg @ gr.....$1.35@$1.45
Shouldered Brad. @ gr...$1.50@$1.65
Socket Scratch @ doz....$1.00@$1.10
Stanley Rule & Level:
Handled Brad..... .....40&10%
Patent Pegging..... .....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 @ doz. $7.50; No. 20, @ doz. $10..... 60&10@60&10&5%
Brad Sets:
No. 42, $10.50; 43, $12.50...70&10&5%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....60%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 @ dozen net.
Stanley's Excelsior, No. 1, $7.50 : No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands. $5.25@5.50
First quality, other " $4.50@4.75
Beveled add 25c @ doz.

HATCHETS—
Hunt's, Underhill's or Blood's... 40&12½@50%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....40&7½%
Lathing.....40&12½%
Shingling.....40&12½%
Warehouse.....40&12½%
Vulcan Tool Co.....50%
D. Simmons & Co.:
Broad.....50&5%
Shingling and Claw.....50&5%
Lath, Hunters' etc.....50&5%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10 lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's:
Light.....50%
Circular Balances.....50&10%
Straight Balances.....40&10%
Large Dial.....35%
Circular Spring Balances.50&10@60%
Common 24 lb. .....@ doz. 30c net.

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—
Extra Heavy Brass.....65&10%
Light Brass.....70&10%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....70%

DOOR—
Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.50@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—
Com'n Wrought...60&10@60&10&10%
Dodge, Genuine Kentucky 70@70&10%
Kentucky, Sargent's List.....75%
Texas Star.....50&10%
Western, Sargent's list.....75%

Bellows—

Blacksmith's.....70@70&10%
Hand.....50&5@50&10%
Moulders..... .....50&5@50&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&12%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

Digitized by Google

Common Standard.75&10@75&10&5%
Extra ... 60&10&5@70%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10@75%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&20%
Seymour Smith & Sons..₩ doz. $5, 10@10&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....30%
Millers Falls.....15&10%

Binder Twine—

White Sisal, ₩ ℔.....9½c
Standard ₩ ℔.....9½c
Manila, ₩ ℔.....10½c
Pure Manila, ₩ ℔.....11 c

Bit Holders—

Angular.....40&5@40&10%
Extension:
Barber's, ₩ doz. $15.00.....45%
Ives' ₩ doz. $20.00.60&10@60&10&5%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $3.....33⅓%
Excelsior..₩ doz. $10.00....50&10&2%
North's.....10%
Unique ... .33⅓%
Zimmerman's.....50&10%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Gorhams Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr..$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Van Sand's.....55&10%
Washburn's Plate ₩ gr.....$9.00
Zimmerman's.....50&10%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60&10@70%
Com. Jap'd Sheaves...70&10@70&10&5%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&5@70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..60&10&5%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....70&5%
Wrought Square.....60&5%
Wrought Shutter, Standard list..50&10%
Wr't Sunk Flush, Sargent's list.50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....6 @60&10%
Machine.....6 @60&10%
Carriage, Common.....50&10@30%
Norway Iron, list Oct '84.....75&10%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 65%
Bay State, Fluted.....65%
Eagle Phila., list Feb. 26, '96.....75%
Norway, Phila., list Feb. 26, '96.70%
Common, list Feb. 28, '83.....5%
Norway, Phila 70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....70%
R. B. & W., Plow.....70%
Stove.....65%

MISCELLANEOUS—

Sink.....65%

Bone Mills—

Enterprise.....25@30%

Borers, Bung—

Enterprise.....25@30%
Each $1.25, $1 6s, $2 50
Nos..... 1 3 8
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common and Ring..... ..20&10@35%
Enterprise.....25@ 0%
Ives'..... .....33⅓&5%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'.....	$2.50	$3.00
Jennings'.....	2.50	3 00
Millers Falls..	7.50	15&10%
Snell's, Rice's Pat.	2.50	$2.75

Bow Pins—

1¼ inch, ₩ gro.....$4.50@$5.00
inch, ₩ gro.....$5.00@$5.50

Boxes, Mail—

Heller's..... .....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..$1.10@$1.20
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60&10&10%
Spofford..... .....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½ .....60&10%
No. 208½@214½ 60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)...60@60&10%
Gen. Spofford's.....60&10&5%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Brazers—

National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers $34.80
No. 1 High Pressure Brazers $42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds.....40%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5@33⅓&10%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star..... .....25%
C. E. Jennings & Co.. .....30%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's..... .....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept '96..25&10@25&10&5%

CAST IRON—

Loose Joint..... .....75%
Loose Joint, Japanned..... ...75&5%
Loose Joint, Jap. with Acorns, 75&5%
Loose Pin.....75%
Mayer's Hinges.....75%
Parliament Butts.....75%
Sargent's:
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.60&10@60&1 &5%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts..50&10%
Bronzed, Narrow. .....50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc....
} 70&10&5%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$1.90
Goodell's Acme. .....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors ..₩ doz. $2.00@2.25
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50. .....70&10%
Universal, ₩ doz. $3.00.....55&5%

Cards—

Cotton .....20@25%
Horse and Curry.....20@25%
Wool..... .....20@25%

Carpet Stretchers—

Montross' "Excelsior," $6.00 ₩ Doz.....80%
Bunard's.....33⅓%
Cast Iron Steel Points, ₩ doz.75@80c
Cast Steel, Polished.....₩ doz. $2.25
Socket.....₩ doz. $1.75

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen. ..₩ doz. $27.00
Crystal. ..₩ doz. $36.00
Gold Medal.... ..₩ doz. $24.00
Grand..... ..₩ doz. $36.00
Grand Rapids. ..₩ doz. $22.00
Hall..... ..₩ doz. $60.00
Prize..... ..₩ doz. $24.00
Premier..... ..₩ doz. $24.00
Superior..... ..₩ doz. $24.00
Welcome..... ..₩ doz $24.00
} Cyco-Bearing
Hotel.....₩ doz. $14.00
Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel, ₩ doz. $31.00
Furniture Protector, Japan.....₩ doz. $33.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap..₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$18.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.00
Ladies' Friend No. 1.....$15.00
Ladies' Friend No. 2.....$18 00
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap $18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20 00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid Broom Action, Jap..$20.00
Rapid Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam Action, Nic.....$22 00
Gilt Edge, Cam-Action, Nic.$24.00
Acme, Cam-Action, Nic.....$24.00
Common Sense, Cam-Action, Nic.....$24 00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$21.00
Our Own, Cam-Action, Nic..$24.00
Imperial, Cam-Action, Nic..$25.00
Model, Cam-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10&5@70%
Bracket Bed.....60@60&10%
Deep Socket.....60@60&10%
French or Phila.....60@60&10%
Globe Wheel .....65@60 &10%
Martin's Patent (Phoenix).50&10@60%
Plate.....10&5 &5@70%
Socket Truck Casters.....50@60&10%
Stationary Truck Casters.....60&10%
Store Truck.....50@60&5%
Swivel Truck.....60&10%
Tucker's Patent, low list..50@50&5%

Cattle Leaders—

Humason, Beckley & Co.'s 70&10@70&10&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10@70&10&10%

COW TIES—

American.....60&10%
Covert Mfg Co.:
Jute .....45&2½%
Manilla.....45&2½%
Sisal..... .....45&2½%
Triumph.....45&2½%

Cements—

National Cement & Rubber Mfg. Co:
¼x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.88
¼x4 Tube High Pressure Liquid Tire Cement .....₩ gro $9.88
¼x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—

American Proof Coil, in 1000-℔ lots, 3-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾
$8.00 6.25 5.25 4.60 4.35 4.35 4.05 4.00
Bridgeport Chain Co.:
Brown, Coil .....60&10%
Brown, Halter.....60&10%
Monarch, Sash.....60%
Triumph, Coil.....60%
Triumph, Halter.....60%
Covert Mfg. Co. Chains.....45%
Covert Mfg Co. Halter Chain..45&2%
Covert Mfg. Co Heel Chain..45&2%
Galvanized Pump Chain, with Buckets.....5c
German Coil, list July 24, '97.0&10@60&1 &10%
German Halter Chain, list July 24, '97.....60&10@60&1 &10%
Jack Chain, Iron.....70%
Jack Chain, Brass.....50&10@60%
Oneida Halter Chain.....60@60&10%
Trace, Wagon and Fancy Chains, New List.....60%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....75&5%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 75&5%
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co.....75&5%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40&10@50%

COLD CHISELS—

Good quality, ₩ ℔.....14c@16c
Snell's Best C. S.....50&10%

Chucks—

Beach Pat....each $8.00.....30%
Cushman's:
Combination..... .....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Balz Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Union Mfg. Co.:
Combination..... .....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50. 25%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....30%

Digitized by Google

Adjustable, Stearns'.....30@30&10%
Cabinet Makers, Sargent's...45&10@50&10%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's..50&10@50&10&5%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10@40&10&5%

Cleaners, Sidewalk—
Challenge Shank.....₱ doz. $3.00
Star Shank.....₱ doz. $3.75
Star Socket.....₱ doz. $4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15 00..15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₱ doz. $7.50 net
Monitor.....₱ doz. $8.00 net
Stewart Pat.....₱ doz $9.00 net

Clips—
Norway Axle.....70@70&10%
Norway Spring Bar Clips.70@70&10%
Superior Axle Clips.....70&10@75%

Coffee Mills—
Box and Side.....60&10@60&10&5%
Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddel's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....55%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....₱ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ₱ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₱ gro. $3.75
Emerald.....₱ gro. 5.00
Oriole.....₱ gro. 5.00
Rainbow.....₱ gro. 2.81
Solid.....₱ gro. 7.50

Curry Combs—
Elton's, List Nov. 20,'96...net prices.
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....25@25&10%
Perfect.....25&10%
Rubber, ₱ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60@60&10%
Norton.....40@50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$25.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '96.....25%
Norton.....40@50%
Rubber, complete, ₱ doz. $5.50. 70@75%
Star (Coil), list Oct. '96.....35%
Torrey's Rod, 39 in, ₱ doz.....$1.25
Victor, Coil.....60&10@60&10&5%
Warner's.....55@55&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....75@75&10%
Jennings & Griffin.....75&5%
Merrill & Wilder.....60&10%
Mix.....75&10&5@75&15&2½%
Ohio Tool Co..75&10&5@75&1 &2½%
P. S. & W.....75&10&5@75&15&2½%
Witherby.....75&10&5@75&15&2½%
Wattrous.....30&10@40%
L. & I. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools..$1.75@1.85
Blacksmiths'.....each $1.75
Breast, Bartholomew's No. 12, ₱ doz.....$16.00
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓&5%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Parker's.....40%
Ratchet, Whitney's.....20&10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓&5%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Common, each.....$1.75
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $85.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₱ doz. 75 cts. gro. $7.50
Extra Family Size....₱ doz. $2.00
Keystone.....33⅓%
Spiral.....₱ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₱ gro. $5.75
Dover, No. 10.....₱ gro. $4.25
Dover, Steel Handle No. 10, ₱ gro.....$6.25
Dover, Extra Heavy, No. 15, ₱ gro.....$14.00
Rival.....₱ gro., $10.00

Emery—

	No. 4 to 46 gr.	No. 54 to 180 gr.	Flour, OO F FF.
Kegs, ₱ lb..4½c	5c	8c
½ kegs, ₱ lb.4½c	5½c	8½c
¼ kegs, ₱ lb. 5c	5½c	8½c
10 lb cans, 10 in case.... 6c	6½c	5½c
10 lb cans, less than 10.. 10c	10c	8c

Enameline—
No. 4, ₱ gro.....$4.50
No. 6, ₱ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$35.23
No. 4-A High Pressure Double Walled.....$49.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Brass Thread.....60@60&10%
Wood.....25%

Escutcheon Pins—
Brass.....70%
Iron.....60%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₱ doz. $3.00
Popes.....₱ doz. $3.00
Wilkinson's.....₱ doz. $3.00

Faucets—
Brass Globe Cocks.....60&10@70%
Brass Racking.....60&10@70%
Compression Bibbs.....50&10@60%
Burnside's Red Cedar.....50%
Burnside's Red Cedar, bbl. lots 50&10%
Bohren's Pat. Rubber Ball.....25%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....60%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand" Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ₱ doz. $36.00.....40%
Lane's ₱ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz., $7 50
Pioneer.....per doz., $5.50
Olympia.....per doz., $8.00
O. B.....per doz., $5.00

Files—
DOMESTIC—
American.....70&10@75%
Arcade.....70%
Derby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....70%
Nicholson's X. F. Files...30@30&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ₱ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....75&2½%
Champion, Manure.....66⅔&33⅓%
Columbia, Hay.....70&10%
Columbia, Manure.....75&12½%
Columbia, Spading.....66⅔&33⅓%
Iowa Farming Tool Co.:
Barley.....70&15%
Victor, Hay.....75&5%
Victor, Manure.....75&15%
Victor Header.....75&5%

Freezers, Ice Cream—
Blizzard.....net
Gem.....net
Granite State.....net
Improved Arctic.....net
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....net
White Mountain.....net

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70&10%
Polished, regular goods...75@75&10%
Standard List.....75&10@80%

No.....	0	1	2	3	4
₱ doz..$3.00	$3.75	$4.25	$4.75	$5.25	
No.....	5	6	7	8	
₱ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₱ 1000 ft..$2.60
Common Cotton Fuse, ₱ 1000 ft.$2.90
Single Taped Fuse....₱ 1000 ft.$3.50
Double Taped Fuse...₱ 1000 ft.$4.70
Triple Taped Fuse....₱ 1000 ft.$5.70
White Gutta Percha Fuse, ₱ 1000 ft.$5.90

Gas Burners, Self-Lighting—
Gem.....₱ doz. $2.50
In lots of 3 doz.....₱ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c.....60&10@70%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₱ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
Bell Hangers.....50%
"Diamond" Gimlets ₱ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.60&10@60&10&5%
Metal head.....55%
Nail Gimlets:
Assorted 1, 2 and 3.....₱ gr. $1.50
Assorted 2 and 3.....₱ gr. $1.70
Spike Gimlets:
Assorted 1, 2 and 3.....₱ gr. $2.00
Assorted 2 and 3.....₱ gr. $2.25
Wood head.....50&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Enameled.....40&10@50%
Tinned.....40&10@50%

Graters—
Champion Nutmeg.....₱ doz. $9.00
Edgar's Nutmeg..₱ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₱ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10&10%
Russell & Erwin.....70&10%
Sargent's Patent..70&10@70&10&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₱ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters.45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10@60%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List..40&10@50%
Humason & Beckley.....50@50&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40&10%
Maydole's.....33⅓&5@40&5&5%
Peck, Stow & Wilcox.....40@40&5%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 40&7½%
Engineers & B. S. Hand.....50%
Y. & P., A. E. Nail.....40&7½%
Other Brands.....50%
Sargent's New List.....45@50%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10@60%
Warner & Nobles New List..35&10%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb...₱ lb 40c
3 to 5 lb.....₱ lb 36c } 30@30&5%
Over 5 lb.....₱ lb 30c
Heavy Weights.....30@30&10%
Wilkinson's Smiths....9½c@10c₱ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..50&10@ 50&10&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.05	1.35	1.50

60&10@70%

Digitized by Google

Drawer Handles.....90%
Ring Handles.....70%
Roggin's Latches.....50&10@60%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....80&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....60&10@66⅔%
Japanned, with Nuts.....$1.65
Japanned, with Plate.....$1.10
Japanned, without Plate.....88c

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....⅌ gr. $2.25@2.50
Auger, large.....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3⅜.....40%
Auger, Swan's, Pat. ⅌ set, No. 3, $1.00; No. 4, $1.35.....25&10%
Brad Awl.....⅌ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Cross-cut.....50%
File, assorted.....⅌ gr. $1.20@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&20%
Barn Door, old pattern....60&10@ 60&10&10%
Barn Door, New England.70@70&10%
Barry, $6.00.....50&10%
Best Anti-Friction.60&10@60&10&5%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60%
Covered.....50&10&10%
Special.....60%
No. 50.....60&5%
(New Model) Tinned.....40%
Parlor, Standard.....40&5%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ⅌ dozen pairs.....60&10%
Richards' Single Track, Steel.50&10%
Stearns' Challenge.....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60&15%
Magic.....50&10%
Matchless Covered.....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door.....50&10%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Terry Ideal.....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered.....60%
Terry's Safety.....60&5%
Terry's Solid.....60&10&10&5%
Terry's Wrought.....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz.....40&10%
Wrought.....85&10&5@90%
Wrought, Stanley.....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....$6.00
Walsworth's.....40&5@40&5&7½%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate, Rolled Raised } 70&10%
Plate Hinges "Providence" 6 to 12 in. ⅌ lb, 5c. 14 to 36 in. ⅌ lb, 4c.
Screw Hook and Strap. { 6 to 12 in., ⅌ lb.. 3½@3¾c; 14 to 20 in., ⅌ lb.. 3@3¼c; 22 to 36 in., ⅌ lb.. 2¾@3c

STRAP AND T HINGES—
Light Strap Hinges.....70@70&10%
Heavy Strap Hinges.....70&10@ 70&10&10%
Light T Hinges.....60&5@60&10&5%
Heavy T Hinges.....66⅔%&10%
Extra Heavy T Hinges...70@70&10%
Long Chest Hinges.....50@50&10%
Hinge Hasps.....50@50&10%
Crate Hasps.....50@50&10%
Crate Hinges.....70@70&10%

SPRING HINGES—
Bommer's.....40%
Bardsley's Patent Checking.....15%
Chicago.....80%
Champion.....60%
Keil's American.....80%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ⅌ gro.....$7.50
New Idea, No. 2, ⅌ gro.....$13.00
Rex.....⅌ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....55%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....70%
Vigilant.....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....25%
VanWagoner & Williams Hdw. Co.:
Acme.....80&5%
American.....90%
Columbia, No. 14.....⅌ gro. $8.00
Columbia, No. 18.....⅌ gro. $24.00
Crown.....90%
Gem.....33⅓%
Knoxall.....⅌ gro. $9.00
Oxford.....90%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $12.00

GATE HINGES—
Automatic.....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....70@70&10&5%
N. E...⅌ doz $7.20.....60@60&10%
N. E. Reversible.....⅌ doz $5.60 60@60&10%
N. Y. State..⅌ doz $4.20..60@60&10&5%
Shepard's Nos. 1, 2, 3.60&10@60&10 &5%
Western, ⅌ doz $4.20..60@60&10&5%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....80&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....80&10%
Nos. 40 and 50.....80%
Huffer.....50&10@50&10&10%
Parker.....75@75&10%
Sargent's Nos. 1, 3, 5, 11, 12. 75@75&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....80&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....80&10%
Champion Gravity Locking, No. 75.....80&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 80&5%
Tip Pattern, Nos. 1, 3 and 5, 80&5%
Double Locking, Nos. 20 and 25.75%
Empire, Nos. 101 and 103.....80%
Niagara Gravity Locking, Nos. 1, 3 and 5.....80&10%
Noiseless, Nos. 50, 60, 65 and 65.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 060, 45 and 5½..75&5%
Steamboat Gravity Locking, No. 10.....80&10&5%
Stenger's Positive Locking.....75%
W. H. Co.'s No. 3 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.30.....40&10%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—

HANDLED—
Crescent Cultivator, 6 in. ⅌ doz. $3.50 net
Crescent Cultivator, 7 in. ⅌ doz. $3.75 net
Crescent Double-Bit ⅌ doz. $3.75 net
Crucible Cut-Easy..⅌ doz. $4.50 net
Cotton.....80&7½%
Dunlap's Boys', Ladies', Toy.....80%
Garden.....80%
Ladies' and Boys'.....80&5%
Mortar.....75&25%
Iowa Crucible Socket.....75&30%
Magic.....⅌ doz $4.80
Mattock Hoe.....⅌ doz. $3.75 net
Planter's.....80&15%
Texas Cut-Easy.....⅌ doz. $4.35 net
Warren Hoe.....60&10%
Weeding.....75&5%

RYE—
American Axe & Tool Co.....70%
Grub.....75@75&10%
Lane's:
Crescent Planters Pat.....45&5%
Razor Blade, Scovil Pat.....30&5%
Sandusky Tool Co., S. & O. Pat. 60@60&10%
D. & H. Scovil.....30@30%

Hog Rings and Ringers—
Hill's:
Rings.....⅌ gr. boxes..$3.00@$3.25
Ringers.....⅌ doz. 50@55c
Kohlers, Horse Nail, Ringers. ⅌ gro. $9.00
Perfect Rings.....⅌ gro. $7.00@$7.50
Perfect Ringers.....⅌ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10@70%
Unground.....70&5@75%

WHITE ENAMELED-WARE—
Boilers and Saucepans.....62½@65%
Maslin Kettles.....75&5@75&10&5%
Tinned Boilers and Saucepans.. 60&5@60&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75&15%
Manure.....50&50&10%
Iowa F. T. Co.'s Clam.....70&10%

BUSH—
Jennings & Griffin's.....40&10%
Light ⅌ doz. $5.50; Medium ⅌ doz. $5.50; Heavy $6.00

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....60%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list..50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....⅌ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....80%
Hammock Hooks, E. C. Stearns, ⅌ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....80&10%
Crescent, Coat and Hat..60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks.....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....70&10%
Hooks and Eyes—Mal. Iron.....75%
Cotton, Box and Hay.....60%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c.	40&10%

American, all sizes, 9½@10c.....net
Ausable.....25c 23c 23c 24c 22c. 40&10&10&5%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 18c 18c..10&5%
Champlain..23c 23c 23c 24c 22c 40&5&5%
Clinton Fin.19c 17c 16c 15c 14c. 20&10&5%
Essex.....20c 23c 23c 24c 22c. 40&10@20%
Lyra, all sizes.....9½c., net
Maud S.....23c 23c 23c 21c. 21c 50&10&5%
Neponset.....40%
Northw't'n..25c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c. 30½%
Snowden.9½c 9½c 9½c 9½c 9½c., net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ⅌ set, $1.50
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$6.50@$7.50
Perkins Improved Snow.....⅌ lb 4c
W. & B. Rubber Pad....⅌ set, $2.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....80&10&5%
"Imperial".....80&5%
Competition.....75@75&10%
Extra.....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00
Ice Crusher, No. 2, ⅌ doz. $8.00
Ice Crusher, No. 2, ⅌ doz. $6.00
Ice Crusher, No. 1, ⅌ doz. $20.00
Ice Tools.....⅌ doz. $4.00
Sargent's Ice Awls.....25%
Snell's.....30%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ⅌ doz. $6.00... 25@30%
No. 34.....⅌ doz. $15.00.25@25%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ⅌ doz. $1.50...20@25%
Butcher Knives.....25@25&10%
Shoe Knives.....25@30%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c.....40%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....60%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr.....$1.25@$1.50
Carriage, Jap.....⅌ gro. 80c, 60&10%
Door Knobs, Hematite.....50&10%
Door Mineral.....⅌ doz. 60@65c
Door Por. Jap'd.....⅌ doz. 65@70c
Door Por. Nickel...⅌ doz. $1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98, 40%

Digitized by Google

Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....6@4@&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—
Covert Mfg. Co. Cattle.....45&3%

Lead Pipe, &c.—
Lead Pipe, full lengths....₩ lb 6¼c
" " cut lengths ...₩ lb 7¼c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 37½c
Sheet Lead, full rolls.....₩ lb 7¾c
" " cut rolls.....₩ lb 8¾c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ dos. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....20@20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz.$7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓%
R. & E. Mfg. Co.....60@60&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%
Nos. 306 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₩ dos...45@45&10%
Nos.....1 2 3
$23 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....8 @80&5%
PICTURE—
Brass Head, Combination list....50%
Brass Head, Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.....₩ gro. $10.00
Hunters' Cup Point, Plain.....₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 ₂0%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $4.80
Hex, off list.....$4.80
Hot Pressed, Square, off list..$5.00
Hex, off list.....$5.40

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .80
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1⅛ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1⅛, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per lb 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....11c@12c ₩ lb
Jute.....5½c@5½c ₩ lb
Russian Packing...12½c@13½c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon.....₩ gro. 8.75
Mascot, Round.....₩ gro. 8.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....35&10%
Steer's Iron Planes.....50&10%
PLANE IRONS—
Auburn "Thistle", Ohio, Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....30%
Iron Levels.....35&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....35%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@15%
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Disston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's:
Pruning Shears.....10&5%
Orange.....50&10%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 46.....₱ doz $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@50&5%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....7&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump..... $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump..... $17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 226, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$20.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320. Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check..... 55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@5%
Snell's Tinners'.....60%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

Barn Door, Light, In.	½	⅝	¾
Per 100 feet.....	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$2.10	2.50	3.00

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 13..₱ foot, 3 c
Double Braced.....₱ foot, 3½c
Lanes:
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.65
Standard, 1¼ in.....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted...,₱ ft 5c
Sliding Door, Wr't Brass 1½ in. ₱ ft, 35c.....25%
Terry's Steel Rail, ₱ foot.....3¾c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₱ doz. $3.3 @$3.50
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $2.85@$3 00
Malleable..... 75%
Onelda Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....7c&25%
Queen City.....33⅓&5%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....40%
White Japanned.....50%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....40%
White Porcelain.....80%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40@10&10%
Hose with Burrs.....40@10&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....60%
Thousand, in bulk.....60%
Thousand, in papers.....60%
Coopers, in bulk 60%
Block, and Carriage in papers.60%
Hame 60%
Belt with burrs, tinned or copper ed..... .....60%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Lane's, Stay.....33⅓&5%
Cronk's:
Adjustable Stay.....66⅔&5%
Screw Stay.....50%

Rope
Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5½@ 6c
Manila:
7-16 in. and larger..₱ ℔ 10@10½c
⅜ in.....₱ ℔ 10½@11c
¼ and 5-16 in.....₱ ℔ 11@ 11½c
Hay Rope, Med.....₱ ℔ 10c
Sisal:
7-16 in. and larger....₱ ℔ 8½@9½c
⅜ in.....₱ ℔ ...9½@10c
¼ and 5-16 in.....₱ ℔ 9½@10½c
Med. 5-16 Yarn.....₱ ℔ ...9½@10c
Hay Rope.....₱ ℔ 8½@ 9½c

Rules—
Athol, Steel.....33⅓&5%
Boxwood.....75&10@10&10%
Ivory.....40&10@40&10&10%

Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₱ ℔ 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper..... 30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant 40%
Monarch 50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ℔ 16@18c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½@9c
Common Russia Sash. ₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp .....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c, 15@15&7½%
A Quality, White.....₱ ℔ 30c, 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
United States:
B Quality.....₱ ℔, 18c
C Quality.....₱ ℔, 16½c
White Cotton, Hard Braided, ₱ ℔.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush 0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔&5%

Sash Locks—
Champion Safety .....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....62½%
Bronze M. Knob 62½%
Wrought Bronze and Brass....60%
Cast Iron..... .....66⅔%
Cast Bronze and Brass.....65%
Payson's Perfect.....70%
Reading .....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Band 2 to 4 in. Wide.....60&10%
Band ⅛ to 2 in. Wide.....10%
Butcher, Pruning and Compass.....40&5%
Circular .....50&10%
Cross Cut.....40%
Gang.....50&10%
Hand, Panel and Rip.....40&5%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth..... 50%
Band 2 in. to 1¼ in. wide..... 60%
Band ¼ in. to 1¾ in.....70%
Cross Cuts..... .....50%
Narrow Rose Cuts..... 55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....8 s
Wood Saw Rods.....4 s
Wood Saw Rods.....15%
Band Saws, Nos 12, 99, 9, 16, D100, 18, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c. 25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip..... 25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....35%
Woodrough & McParlin Cross Cuts.. .....45&10%
HACK SAWS AND FRAMES—
Chatillon 30%
Disston's:
Concave Blades..... 25%
Keyhole, Flexible Back and Machine Blades.....3 s
Hack Saw Frames.....30%
Grimm's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D3 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate..... 20%
Spring Hammer..... 30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's. 33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz..... .....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain....$2.0 @$2.10
Striped.....$2.15@$2.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2.....50&10%
Scale Beams, List Jan. 12, '99.40&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00..... 40&10%
Box, 1 Handle.....₱ doz.. $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.0

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil..... .....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....35&10&5%
Buck Bros..... 5%
Screw-Drivers Bits..... 27½%
Champion..... .....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....75
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 2, $12.50%
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....77½&10%
Brass, Round Head.....72½&10%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75&10%
Coppered, Round Head.....72½%
Drive Screws, Diamond Point 82½%
Iron, Bright Flat Head 82½%
Iron, Br't R'd & Oval Head.....70%
Nickel Plated, Iron Flat Head..72½%
Nickel Plated, Iron R'd Head..72½%
Silver Plated, Iron Flat Head..72½%
Silver Plated, Iron R'd Head..72½%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.70@75&10%
Hand Rail.....75@75&10%
Lag Screws. List Jan. 30, 1895.
Cone Point.....70&5@75&10%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $2.75; 1⅛, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10 & 10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....20%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—

Raisin, Enterprise.....25@30%

Shaft Couplings—

Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set..... $2.60

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs. ₩ doz. $3.75
Clauss:
Scissors.....60%
Shears, Nickel 60%
Shears, Japan 70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel 60%
Shears, Tailors.....40%
Shears, Trimmers.....60%
Tinners Snips, Solid Steel..... 40%
Denta Snips, Japan..... 70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881. 60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....7 &10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1898.60&10@60&5%
Stowell's Anti-Friction. 50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895 .....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2d Grade
Plain Back...	$9.30	$8.40
Strap Back....	8.10	7.80
Cleveland Pat'n	9.00	8.10
	C3, 3d Grade	D4, 4th Grade
Plain Back...	$7.50	$6.90
Strap Back....	6.90	6.30
Cleveland Pat.n	7.20	6.60

All other sizes add 30c doz. Black deduct 30. coz.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

Diston's
Slaw, Vegetable, Corn Grater, Turnip Shredder. 40%
Kraut Cutters, 24", 26x6, 30x9.50
Kraut Cutters, 6x12, 10x 2.....40%
Enterprise. .....25@ 0%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro $24.00 @$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&2%
Empire. .....0&2%
National.....50&5%
Reliability .....40&10%
Victor .....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps .....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 5 &10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks. 50&10@50%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&10%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&6%
22% Rogers' Nickel Silver....50&6%
Rogers' Silver Metal.....50&10&6%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @80&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅓, ⅝, and ¾ inch, ₩ D.....6c@6¼c
Grand Crossing Tack Co. List: 75&10%

Steels—

Nichols Bros.:
Butcher .....50¢
Table 50%
Kitchen.....5.%

Stocks and Dies—

BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co .....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 1b, '99.
American Cut Tacks .....90@90&5%
Carpet Tacks:
American, Blued....90&10@90&10%
America, Tinned...90&10@90&2%
Swedes Iron Tacks:
S. S. .....90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&25%
Common and Patent Brads.....75%
Finishing Nails.....75%
Gimp Tacks:
S. S .....90&30&5%
Hungarian Nails, Steel.....80&10%
Lace Tacks .....
S. S. .....85&20%
Looking Glass Tacks..... 65&5%
Trimmers' Tacks:
S. S .....90&5%
Trunk and Clout Nails:
Steel, Black..... .....75&10%
Steel, Tinned.....75&10%
Upholsterers' Tacks:
S. S... .. ..90&30&5%

MISCELLANEOUS—
Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Ass'n Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898: Steel and Metallic.. .....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tin, Perforated—

Harrington & King Perforating Co.:
IC 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.20
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&25%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatles'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 473, ₩ doz.....$1.75
D. H. Fork, Steel Regular, e'ch .85
Double Grapple Fork, each...$3.60
Double Rail Steel Track complete with clamps, ₩ ft.... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.90
Floor Hooks, ¾ in. ₩ doz. .70
Floor Pulley, Wood Sheave, Fig. 456, ₩ doz $2.25
Hanging Hooks for Double Steel Track, ₩ doz..... ... .65
Hanging Hooks for Single Steel Track, ₩ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .55
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .65
Malleable Frame K. P. Pulleys, Fig. 616 ₩ doz.....$3.40

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .40
Nellis Fork, each.....$1 60
New Myers Iron Rod Car.....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .10
Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronse Metal, with Safety Spg. 50@ 0&10%
Crescent .....7%@7 &10%
Dickeons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ d z $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal..... ₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mart Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.40%
C. E. Jennings & Co.:
Brick..... ....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....35@25&10%
"Rose" Brick Plastering and Moulders.....80@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....35&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor..... .....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&50@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's..... .....40%

Vulcanizers—

National Cement & Rubber Mfg.Co No 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....15%
Bright Wire Goods, New list... 80@80&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...7%@7%&5%
Cop'd, Nos. 6 to 16 ....67½@67½&5%
Galv., Nos. 6 to 16.....6 ½@67½&5%
Tin'd, Tinned list Nos. 6 to 18... 7 @7%&.½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos 27 to 36. 77@75&10%
Picture Wire.....New list 75&10%
Steel Music Wire, Nos. 12 to 30, Imported, ₩ ₺.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$3.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.80

Wrenches—

Agricultural.....75&50@75&10%
Aiken's Pocket (Bright)..$2.00@2.50
Alligator.....70%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....50%
No. 3 Pipe, Bright.....50%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@33⅓%
Coes':
Genuine.....40&10&5&5&5%
"Mechanics'".....40&10&10 &5&5&5%
Donohue's Engineer.....40&10
Eagle Pipe.....30&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....30&10%
Acme .....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1895...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....40c
Linseed, City, Boiled, in barrels ₩ gallon.....42c
Out of Town on Spot..₩ gal.....40c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....30@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₺.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₺ net.....6¼
In lots of 500 pounds and over, ₩ ₺.....5¼@5¾c
White Lead, Foreign, in Oil, ₩ ₺ 8½@9c
Litharge, Kegs, ₩ ₺.....5½@6c
Zinc, American, Dry, ₩ ₺....4½@5c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2

Spirits Turpentine—

In regular bbls..... @40½c
In machine bbls.....45 @—c

Dry Colors—

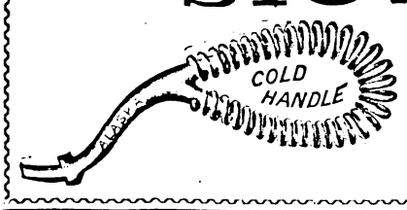
Blue, Chinese	₩ ₺ 20	@25
Blue, Prussian	₩ ₺ 20	@25
Blue, Ultramarine	₩ ₺ 6	@30
Sienna, Italian, burnt & powdered	₩ ₺	4½@10 c
Sienna, Italian, raw & powdered	₩ ₺ 3	@7 c
Umber, Turkey, burnt	₩ ₺	2½@5½c
Umber, Turkey, raw	₩ ₺	2½@5½c
Green, Chrome, Ordinary	₩ ₺ 4	@11
Green, Paris, in bulk,	₩ ₺	15@1
Indian Red, American	₩ ₺	2½@ 3 c
Indian Red, English	₩ ₺	4½@5½

Colors in Oil—

Black Lampblack, Best	₩ ₺ 13	@15 c
Black Lampblack, common	₩ ₺ 7	@ 10 c
Blue, Chinese	₩ ₺ 35	@40 c
Blue, Prussian	₩ ₺ 25	@28 c
Blue, Ultramarine	₩ ₺ 18	@20 c
Sienna, bur't	₩ ₺ 14	@15 c
Sienna, raw	₩ ₺ 14	@15 c
Umber, burnt	₩ ₺ 13	@15 c
Umber raw	₩ ₺ 13	@15 c
Brown, Vandyke	₩ 13	@15 c

ALASKA

STOVE HARDWARE.



These handles are always cold, fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by TROY NICKEL WORKS,

Send for Catalog. ALBANY, N. Y.

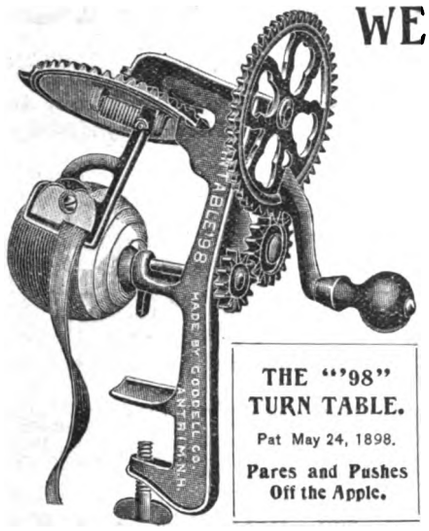
All Our Line is Marked ALASKA None Other Genuine.

The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google



THE "'98" TURN TABLE.
Pat May 24, 1898.
Pares and Pushes Off the Apple.

WE ARE THE PEOPLE
who have made Apple Parers since 1864.

Having profited somewhat by our experience of thirty-five years we modestly claim if there is one thing we know all about that one thing is

... APPLE PARERS.

Our 1899 line consists of nine different Parers (no experiments), suitable for every requirement. We make a specialty of Parers for

EVAPORATORS, BAKERS, HOTELS, RESTAURANTS & FAMILY USE.

CATALOGUE FREE.

NEW YORK OFFICE, 10 WARREN STREET.

GOODELL COMPANY, Antrim, N. H.

74 YEARS. ESTABLISHED 1825. 74 YEARS.

CELEBRATED HEINISCH SHEARS



ACKNOWLEDGED THE BEST.

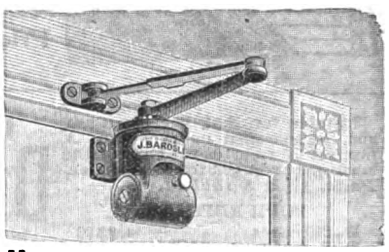
Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS CO., NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

THE "BARDSLEY"
Oil Door Check and Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A,	price	each,	$3.50
" B,	"	"	4.00
" C,	"	"	5.00
" D,	"	"	6.00
" E,	"	"	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,
147 to 151 Baxter St., NEW YORK CITY.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

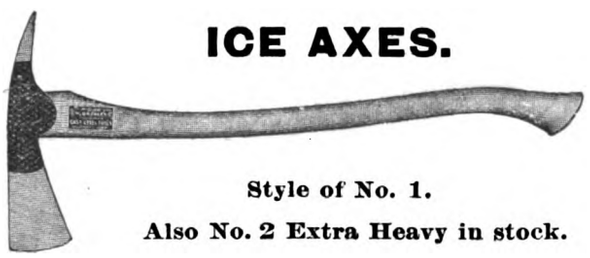


FRANKLIN S. MILES
MANUFACTURER OF
Brass, Iron, Steel and German Silver
SCREWS.
All kinds of Special Screws.
205 QUARRY ST. - - PHILADELPHIA, PA.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

G. W. BRADLEY'S SONS,
ICE AXES.



Style of No. 1.

Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

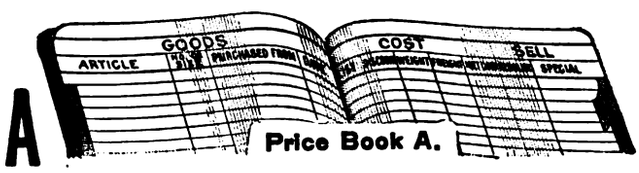
UNDERHILL, CLINCH & CO.,
94 Chambers St., NEW YORK.

Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

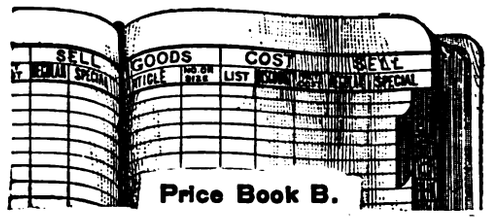
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

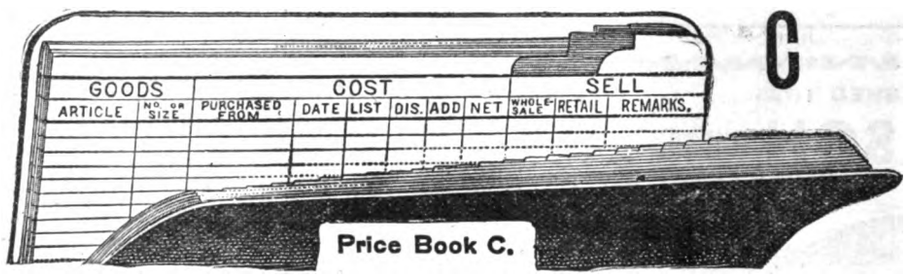
A, 200 pages, - - $1.00 **A 2**, 400 pages, - - $1.50
A F, 200 pages with flap, 1.25 **A F 2**, 400 pages with flap, 1.75



In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages, - - $1.00 **B 2**, 400 pages, - - $1.50
B F, 200 pages with flap, 1.25 **B F 2**, 400 pages with flap, 1.75



The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4¼ x 7¾ inches.***

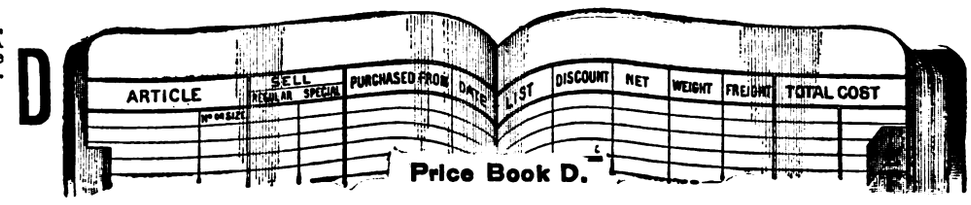
FOUR EDITIONS:

C, 200 pages, - - - $1.00
C F, 200 pages with flap, - 1.25
C 2, 400 pages, - - - 1.50
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages, - - - $2.00
D F, 200 pages with flap, - 2.50
D 2, 400 pages, - - - 3.00
D F 2, 400 pages with flap, 3.50

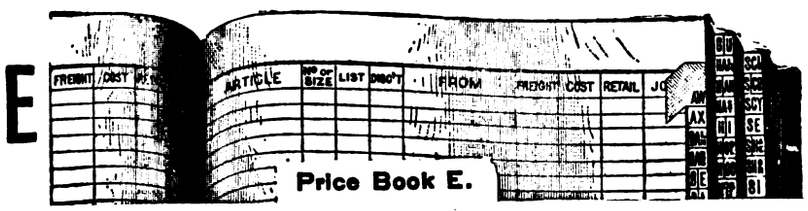


MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU For Chisels, turn to CHI For Iron, turn to IRO
" Parers, Apple " PAR " Cutlery, " CUT " Irons, " IR'S

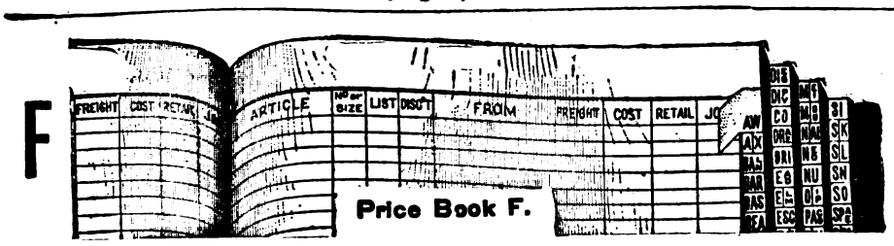
Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.



AD GU SCI
AN HAM SCR
AU HAN SCY
AW HAT SE
AX HI SHE

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.



AD DIE MF SI
AN DIP MO SK
AU DO NAI SL
AW DRE NE SN
AX DRI NU SO

Fac Simile of Indexing.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St. New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.
Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.
Cycloid Cycle Co., Grand Rapids, Mich.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.
The Audit Co., New York N. Y.

Augers.
Russell Jennings Mfg. Co., Deep River, Conn
Underhill, Clinch & Co., New York.

Axes.
Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.
Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Rickes & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Chas. J. Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Openers.
Smith & Hemenway Co., New York, N. Y.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Bronze Powders.
J. Marching & Co., New York.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.
Burr Fesler Co., Batavia, Ill.

Coal Screens.
Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago

Countersinks.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bards'ey, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Cleveland Twist Drill Co., Cleveland, O.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Silver Mfg. Co., Salem, Ohio.
Standard Tool Co., Cleveland, O.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enameled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubbe Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Pelouze Scale & Mfg. Co., Chicago
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co Buffalo N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Orient Electrical Co., Youngstown, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Clipper Lawn Mower Co., Norristown, Pa.
Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Pelouze Scale & Mfg. Co., Chicago.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co, Inc., New York, Philadelphia, Chicago.

Pattern Letters.

Heber Wells, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany N. Y.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co. Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Burr Mfg Co., Cleveland Ohio.
F. E. Myers & Bro. Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co, Bridgeport Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John T. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.

Razor Strops.

William A. Shull, Philadelphia
Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co, Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Edwards Sad Iron Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia,

Safes.

Herring-Hall-Marvin Co., New York.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & T. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Pawson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co, Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co,, New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook. New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stoves.
Troy Nickel Works, Albany, N.Y.

Stove Lining.
William M. Newton, Albany, N.Y.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.
Salem Nail Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
Williamson W.N. Co., Newark, NJ.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
Standard Tool Co., Cleveland, O.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Welding.
Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E Myers & Bro., Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.....4
American Ring Co.....11
American Shearer Mfg. Co.....48
Ames Sword Co.....4
Arcade File Works.....39
Arcade Mfg. Co.....2
Armstrong Mfg. Co.....14
Atkins (E. C.) & Co.....38
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co.....1
Audit Co.....43
Ausable Horse Nail Co.....3

B

Baeder, Adamson & Co.....5
Bardsley, Jos.....59
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.....68
Barrett, W. L.....1
Berger Bros Co.....14
Berger Bros. Co.....50
Berger, L. D.....4
Bicycle Step Ladder Co.....46
Bigelow, J. F.....11
Bissell Carpet Sweeper Co.....3
Boardman (Luther) & Son.....45
Bominer Bros.....68
Brainerd-Tanner Co.....2
Brass Goods Mfg. Co.....50
Bruce & Cook.....17
Bryan Mfg. Co.....4
Burr-Fesler Co.....5
Burr Mfg. Co.....17

C

Calcium King Lamp Co.....47
Capewell Horse Nail Co.....68
Cary Mfg. Co.....50
Champion Safety Lock Co.....41
Champion Steel Range Co.....13
Chatillon (John) & Sons.....6
Clark & Cowles.....5
Cleveland Stone Co.....7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Clipper Lawn Mower Co.....17
Coates Clipper Mfg. Co.....10
Coes Wrench Co.....7
Coldwell Lawn Mower Co.....9
Conroy (P. J.) Co.....46
Contractors' Plant Mfg. Co.....68
Cooney, Seiner & Co.....13
Covert Mfg. Co.....11
Cronk Hanger Co.....9
Cuban Exposition & Trading Co..15
Cushman & Denison.....37
Cycloid Cycle Co.....10

D

Darby (Edward) & Sons.....67
Dickinson, Thos. L.....41
Disston (Henry) & Sons.....5
Divine Bros.....2
Dixon (Jos.) Crucible Co.....5
Dunbar Bros.....59
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co.....59
Edgar Mfg. Co.....18
Edwards Sad Iron Co.....18
Ellis & Helfenberger.....48
Enterprise Mfg Co. of Pa.....3
Erie Specialty Co.....2
Estey Wire Works Co.....41

F

Field (Alfred) & Co.....46
Fitch (W. & E. T.) Co.....1
Folding Paper Box Co.....58
Fuller Bros. & Co.....2

G

Gilbert & Bennett Mfg. Co.....67
Glidden Varnish Co.....36
Goodell Co.....59
Goshen Sweeper Co.....47
Gould Packing Co.....67
Graham (John H.) & Co.....8

H

Hanson & Van Winkle Co.....2
Hardwaremen's Exchange.....48
Hardware Publishing Co.....60
Harrington & Richardson Arms Co.....7
Harrison Bros. & Co., Inc.....18
Hartley & Graham.....1
Heinisch's (R.) Sons Co.....59
Heller (W. C.) & Co.....5
Herring-Hall-Marvin Co.....18
Hill Dryer Co.....17
Hill (N. N.) Brass Co.....50
Holmes & Edwards Silver Co.....46
Holroyd & Co.....7
Howard Iron Works.....68

I

Iowa Farming Tool Co.....41
Ives (H. B.) & Co.....14

J

Jennings (C. E.) & Co.....1
Jennings (Russell) Mfg. Co.....2

K

Kearney & Foot Co.....41
Keuffel & Esser Co.....3
Kilbourne & Jacobs Mfg. Co.....37
Kimball Bros.....14
Kohler (F. E.) & Co.....15

L

Laflin & Rand Powder Co.....1
Laflin & Rand Powder Co.....35
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.....2
Leonhardt & Co.....14
Litchfield J. M.....43

M

Magnolia Metal Co.....1
Mann Wm. H.....48
Martin, James F.....43
Mast (J. M.) Mfg. Co.....9
McKinney Mfg. Co.....9
Merchant & Co.....14
Miles, Franklin S.....50
Morrill, Charles.....13
Mugford, A.....45
Myers (F. E.) & Bro.....17

N

National Enameling & Stamping Co.....16
National Saw Co.....10
N. J. Car Spring & Rubber Co....15
New Jersey Wire Cloth Co.....65
New York Stamping Co.....4
Newton Wm. M.....2
Niles Mfg. Co.....2
North Bros. Mfg. Co.....47

O

Orient Electrical Co.....45

P

Parry Mfg. Co.....46
Pastime Lawn Mower Co.....9
Payson Mfg. Co.....2
Peck (Fred W.) & Co.....67
Pennsylvania Wire Works.....67
Philadelphia Commercial Museum.....15
Pike Mfg. Co.....43
Porter Screen Mfg. Co.....10
Prescott (J. L.) & Co.....1
Putnam Nail Co.....11

Q

Quincy Hardware Mfg. Co.....1

R

Reading Hardware Co.....10
Robertson, Arthur R.....43
Rodgers (Joseph) & Sons.....48
Rolfe, I.....15
Root Bros. Co.....43
Root Bros. Co.....45
Russell & Erwin Mfg. Co.....47

S

Salem Nail Co.....65
Samson Cordage Works.....1
Sargent & Co.....43
Scranton (The) & Co.....1
Sedgwick Machine Works.....14
Shull, Wm. A.....65
Silver Mfg. Co.....2
Smith (Wm. G.) & Co.....4
Smith & Egge Mfg. Co.....12
Smith & Hemenway Co.....41
Sommer's (John) Son.....68
Standard Co.....50
Standard Welding Co.....1
Stanley Rule & Level Co.....37
Stanley Works.....1
Stebbins (Chas. J.) & Co.....3
Stevens (J.) Arms & Tool Co.....7
Steward & Romaine Mfg. Co.....43
Stimpson (Edwin B.) & Son.....6
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11

T

Tie Co.....1
Tower & Lyon.....13
Townsend, C. C. & E. P.....43
Troy Nickel Works.....53
Tuck Mfg. Co.....13

U

Underhill, Clinch & Co.....59
Underh'll, Clinch & Co.....68
Union Hardware Co.....13
Union Metallic Cartridge Co.....1
U. S. Desk, File & Cabinet Co....45

V

Van Wagoner & Williams Hdw. Co.....68
Voigt, Starr & Co.....5

W

Warren (J. D.) Mfg. Co.....13
Waterbury Brass Co.....43
Welch (T. F.) Mfg. Co.....67
Wells, Heber.....10
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co.....7
Wright & Colton Wire Cloth Co..67

Y

Yale & Towne Mfg. Co.....41

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York.	Sears Building, Boston.	137 Lake St., Chicago.	Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.



"Pennsylvania" Fruit Picker

This Cut almost speaks for itself—the device being so much like the human hand, shows at once the utility of the article.



AS A FRUIT PICKER IT HAS NO SUPERIOR.

It is made of Heavy Galvanized Wire, and Easily Adjusted to a Pole. It has been sold for several years, and the demand (as it is becoming known) is steadily increasing. The difficulty of detaching fruit and securing it unbruised is apparent to everyone so engaged. This overcomes the difficulty, and saves the finest fruit, which commands the highest prices. It will gather Apples, Peaches, Pears, Etc.

THE LOW PRICE AT WHICH IT IS SOLD

brings it within the reach of those who have but little fruit to gather as well as those who have large quantities.

Price per dozen, $3.50. ***Liberal discount to the trade.***

EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

"DAILY FEEL THE BENEFIT."

Energy Mfg. Co., Philadelphia, Pa. [Dumb-waiters]: We daily feel the benefit of our card in your columns.

TRADE MARK



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

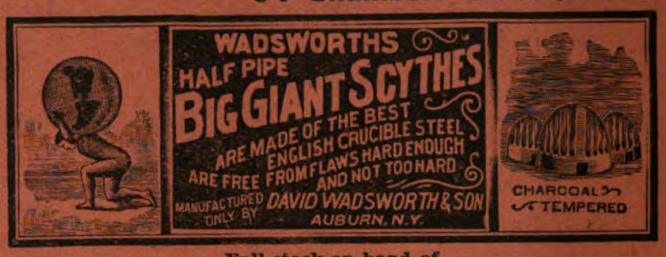
Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS.



Digitized by Google

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.



Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
DERBY and BALL'S Snaths, No. 45, 75, 100.

Edwin B. Stimpson & Son's
TROUSER GUARDS
FINISH
BLUED CHERRY AND ENAMELED
Invincible

The Atlas Bolt & Screw Co., Cleveland, Ohio.
Manufacturers of



Tire Bolts,
Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.
. . . SEND FOR CATALOGUE.
Mention "HARDWARE." . . .



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

Howard Iron Works,
BUFFALO, N. Y.
Manufacturers of



BENCH VISES.
Price Lists Sent on Application.

THIS TRADE MARK (MALTESE CROSS) IS STAMPED ON THE BEST LINE OF FAUCETS ON THE MARKET.
JOHN SOMMER'S SON,
355-365 CENTRAL AVE.,
NEWARK, N. J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,
Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.
Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,
Philadelphia, Pa.

Buy the Best. TRADE C MARK. They are the Cheapest.



EVERY GENUINE CLEVELAND DRILL bears trade mark.
All Kinds of Twist Drills, Reamers, Taps, &c.
New York Store, 99 Reade St. CLEVELAND TWIST DRILL CO., Cleveland, O., U. S. A.

BOMMER SPRING HINGES ARE THE BEST



"PRACTICALLY UNBREAKABLE"
SAYS THE WORLD'S FAIR AWARD.
MADE OF WROUGHT STEEL, BRONZE & BRASS
Factory, 257-271 Classon Ave., Brooklyn, N. Y.



GEM
Spring Hinges.
Twenty Years of
SUCCESS.
BALL TIPS, Made in All Finishes.
Sold by Leading Jobbers.
MADE BY
Van Wagoner & Williams Hdw. Co.
CLEVELAND, O., and NEW YORK.

Digitized by Google

ALL NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 10. New York, August 25, 1899. $1.00 A YEAR



MAGNOLIA METAL

IN USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.
Room 524 Board of Trade Bldg., Montreal.
No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.

London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.
TU .E CUTTERS—f r Cu.t. g Glass Tubes
SEND F R ILLUSTRATED CATALOGUE



Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,
Box M, Mfrs.,
Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO. NEW YORK

U. M. C. Ammunition Never Misses Fire



When the man behind the gun is in a tight fix

U.M.C.

TRADE MARK.



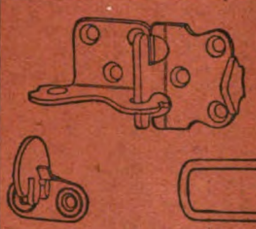
Factory-Loaded Paper Shot Shells

Are Reliable and Accurate
Under all Conditions and in all Climates.
Write for Descriptive Price Lists.

Union Metallic Cartridge Company,

Winners of Handicap, 1893-94-95-97-98-99

313 Broadway, New York. Bridgeport, Conn.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

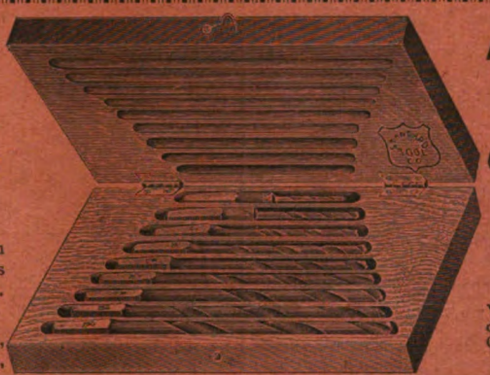
BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

Bit Stock Drills



To drill Steel, iron or other metals as well as wood. . . . .

No. 13 Set.

One each—2-32, 3-32, 4-32, 5-32, 6-32, 7-32, 8-32, 10-32, 12-32.

Size of Box, 5 x 7 x 1¼ inches

New Work frequently requires *New Tools.*

Good Work always requires **Standard Tools**

Write to us or to your dealer for Illustrated Catalog. . . .

Please mention HARDWARE.

94 Reade St., New York. **THE STANDARD TOOL CO.,** CLEVELAND, OHIO, U. S. A.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 36.

There is a difference between Cheap Goods and Goods that are Cheap.

Cabinet Files, Desks, Chairs, Etc



The U. S. Desk, File & Cabinet Co.
INDIANAPOLIS, IND.

75c per drawer, any size; cash with order

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For **THE SCRANTON**

NAIL PULLERS

Write ALDER & BOYD,
37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

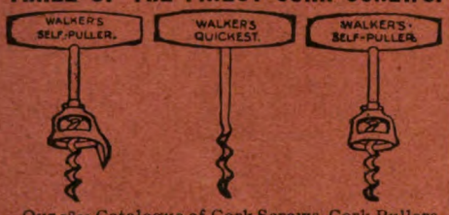
Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood** We have combined two **principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS & CO., Manufacturers, 101 Reade St., NEW YORK

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to length.

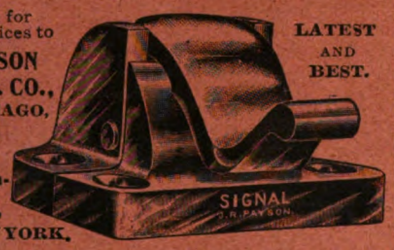
THREE OF THE FINEST CORK SCREWS.



Our 1899 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it.
ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to
PAYSON MFG. CO., CHICAGO,
and
88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,
90 Chambers St., N. Y.
Mfrs. Hardware Specialties,
DICKSON TRANSOM LIFTERS
AND OPENERS.
Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T Locking Pivot.
Also Agency . . .
W. N. BRUNTONS & SON, Scotland,
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.



NILES PATENT D. A.
SPRING HINGES AND BLANKS.
Neat, Quickly Applied, Strong.
Are the Best, Prices Lowest.
NILES MFG. Co.,
15 S. Canal St., CHICAGO.



LANE'S
Automatic
Tackle Blocks.
Roller Bushed,
Steel Case,
Galvanized.
Twenty-four sizes in stock. Others to order.
Manufactured by
LANE BROTHERS CO.,
429-461 Prospect St, POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar.—
Gets as hard as brick—
MY FACE ON EVERY BAG
PRICES
$1.60 per doz. 10lb. bags in 2 doz. lots
$1.00 per doz. 6lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel
ADDRESS WILLIAM M. NEWTON
ALBANY, N.Y.

The . . .
"ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.
FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

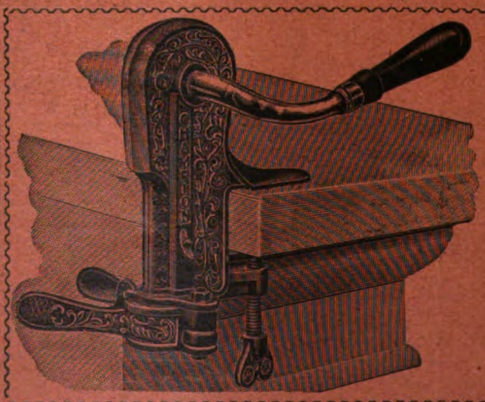
HIGH GRADE
Buffing · Wheels,
Large variety, adapted to every class of work.
Patent Sewed Buffs.
The finest in the world.
We are the largest manufacturer of Buffs in the United States.
Write for Catalogue and prices.
DIVINE BROTHERS, UTICA, N. Y.
WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



DRILLS
FOR
BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.
They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.
14 SIZES and STYLES.
$6.00 to $85.00
Special discounts to repairmen.
ADVANCE No. 12.
125 lbs. - $10.00.
EVERY DRILL GUARANTEED.
THE SILVER MFG. Co
345 Broadway, - SALEM, OHIO.

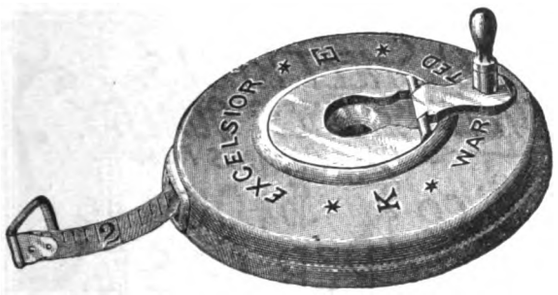


WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.
THE CHAMPION
is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.
MANUFACTURED BY
ARCADE MFG. CO.,
FREEPORT, ILL.

Nickel Plating Outfits.
POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.
THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

NAILS

103 Reade Street,

NEW YORK.

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

Of WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

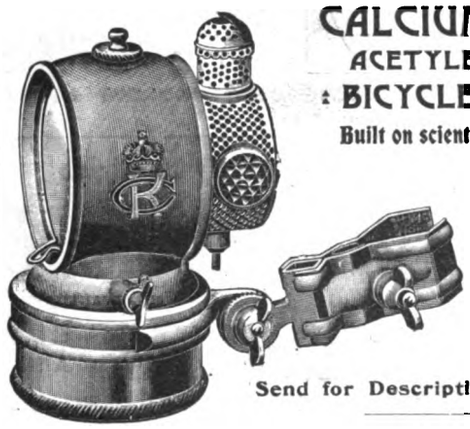
V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field. High in Velocity. Low in Pressure. Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON
For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.



CALCIUM KING
ACETYLENE GAS
BICYCLE LAMP

Built on scientific principles.

NO SMOKE.

CANNOT JAR OUT OR BLOW OUT.

CHARGED AND RECHARGED QUICKLY.

Send for Descriptive Booklet.

CALCIUM KING LAMP CO.,
Waterbury, Conn.

STAND'D HEAD

LIGHT HEAD

Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

MANUFACTURERS OF

Ausable, Clinton, American

Hot Forged Hammer Pointed

HORSE NAILS.

The Ausable Horse Nail Co. is not connected with any Trust or Combination existing or projected.



FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver

SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

Our Family Case of Toilet Paper

Should be in the stock of all Hardware Dealers

3000 Sheet Rolls. Satin Finish Finest Quality.

A.P.W. Paper Co. Albany, N.Y.

Retails for $1.00 per case.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

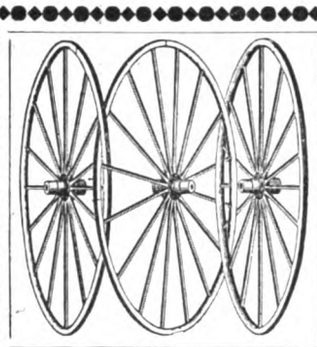
Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.





Do You Sell Wheels?

PARRY makes Buggy wheels. PARRY makes none but the best grades of Buggy wheels. PARRY uses nothing but genuine second growth Indiana White Hickory, thoroughly dried. PARRY wheels are easy to sell because they are good wheels, well advertised. You should get PARRY'S prices.

PARRY - BUGGIES - INDIANAPOLIS.



ESTABLISHED 1835.

JOHN CHATILLON & SONS,

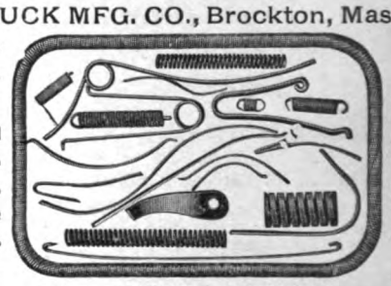
Sole Agents:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

—MANUFACTURERS OF—

SCALES, BUTCHERS' TOOLS AND MACHINERY.

85 to 93 Cliff Street, NEW YORK.

TUCK MFG. CO., Brockton, Mass.



Springs, Tools & Cutlery.

Send for Tool Catalogue.

Tempered Springs of all kinds.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

J. MARSCHING & Co.,

MARSCHING'S INDIA GOLD PAINT FOR ORNAMENTAL GILDING

Importers and Manufacturers of

BRONZE POWDERS

In Gold, Aluminum, Copper and all colors.

BRILLIANT BRONZES
for gilt work on Axes and Tools, Wire and Iron Railings, Hardware Specialties, etc.

LINING BRONZES
for fine Striping or Bicycles, Carriages, Lawn Mowers, etc. **GOLD PAINTS** in package form for Hardware dealers.

Send for Samples and Prices.

27 PARK PLACE, NEW YORK.

ESTABLISHED 1869.



ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**
- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

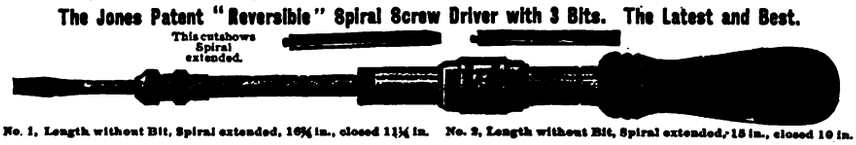
BAEDER, ADAMSON & Co

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

SPIRAL SCREW-DRIVERS

The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16¾ in., closed 10¾ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

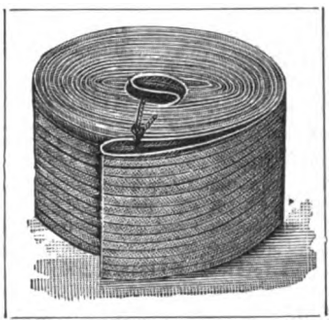
No. 61, Length Spiral Extended, 16 in., closed 11¼ in. No. 62, Length Spiral Extended, 15¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., *Sole Agents,* 67 READE STREET, NEW YORK, U. S. A.



Digitized by Google



AMES SWORD CO.,

OHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

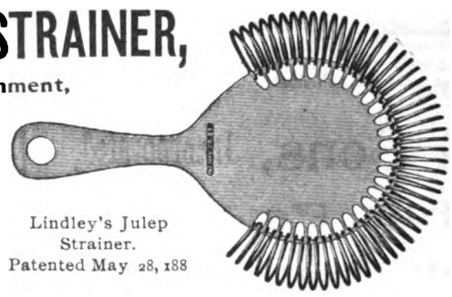
Correspondence Solicited. *Discounts Quoted.*

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 188

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

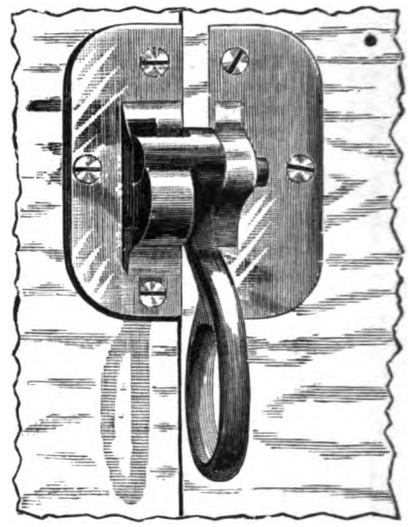
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS. SICKLES. ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO. PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., COMMERCIAL CUTLERY CO. WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



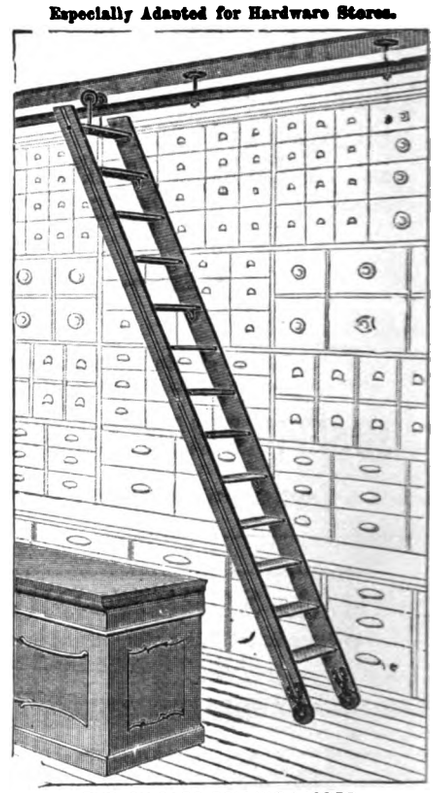
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. **Paschall, Phila.**

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 82 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

STEVENS RIFLES

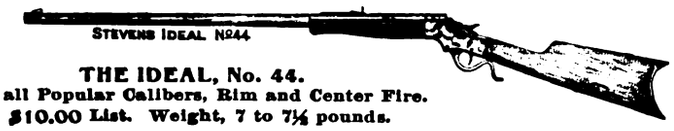
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . . .



THE FAVORITE.
List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

SEND FOR COMPLETE CATALOGUE AND HAND-BOOK.
CORRESPONDENCE WITH TRADE SOLICITED.

J. STEVENS ARMS & TOOL CO., P. O. Box 315, Chicopee Falls, Mass.

CORKSCREWS?

---YES, ALL STYLES.

Big and little,
great and small.



For lean purses,
for fat purses.

Yes!—
Corkscrews for all.

Just watch this space for some of the "Leaders."

THE WILLIAMSON W. N. CO.,
Newark, N. J.

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship
and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,
315 BROADWAY, NEW YORK. ILION, N. Y.



Scythe Stones.

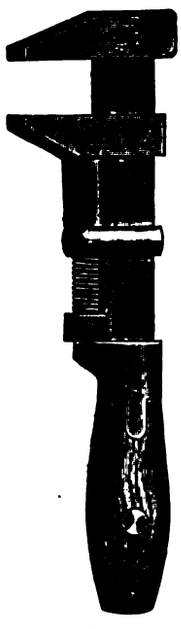
LARGEST ASSORTMENT.
ALL GRADES OF GRIT.
NEAT APPEARANCE.
FINE GOODS.
QUICK SELLERS.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT
Screw Wrenches.



MANUFACTURED BY
COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.

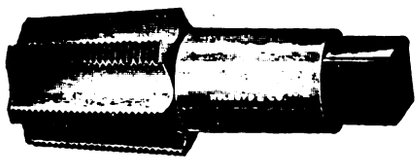
Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of **STOCKS & DIES, TAPS, etc.**



Holroyd & Co.,
Waterford, N. Y.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio. [Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

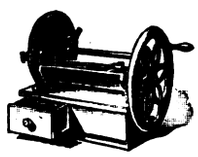
Digitized by Google

ENTERPRISE
Meat and Food
Choppers
TINNED

28 sizes and styles, $1.50 to $275.00

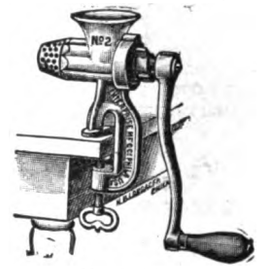

Sausage Stuffer and Lard Press


Meat Juice Extractor


Rotary Smoked Beef Shaver


Raisin and Grape Seeder


No. 5, $2.00


No. 2, $1.50

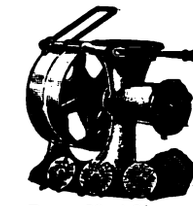

No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street


Power Meat Chopper


New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

NONE-SUCH
TRADE MARK

"EVER-READY"
TRADE No 2 MARK

COFFEE MILLS



... MANUFACTURED BY ...

The Bronson Co.

NONE-SUCH.

A HANDSOME sheet-metal-box mill. Finely lithographed. Holds a pound of Coffee. Will grind Coffee as *fine as wanted*, and does not crush the berry like powder, but cracks or cuts it in grains like sand. Coffee ground like this settles perfectly.

EVER-READY No. 2.

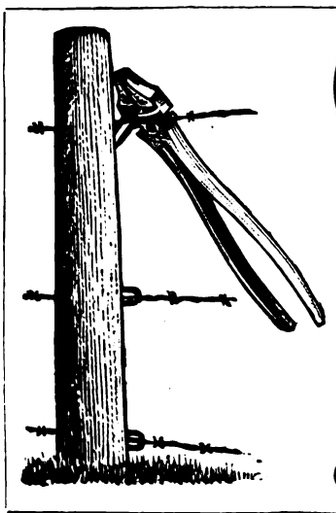
Adjustment and Grinding Burrs same as those of

NONE-SUCH.



JOHN H. GRAHAM & CO., Sole Selling Agents, 113 Chambers St., N. Y.

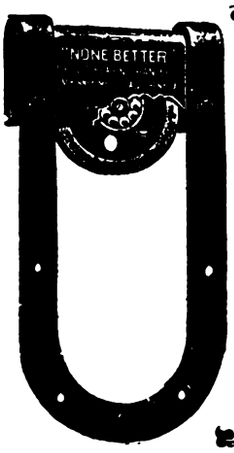
Digitized by Google



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

BLIZZARD No. 1.

Patent applied for.

A Cold Day for Rats.



SET WITH SAFETY LEVER.

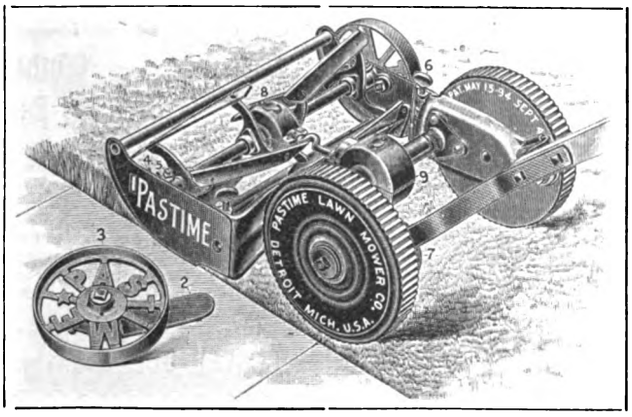
IT DON'T CRACK YOUR FINGERS.

No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, ...Pa...



Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .
It Trims to 1-4 of an inch of any object.
It can be sharpened by the user.

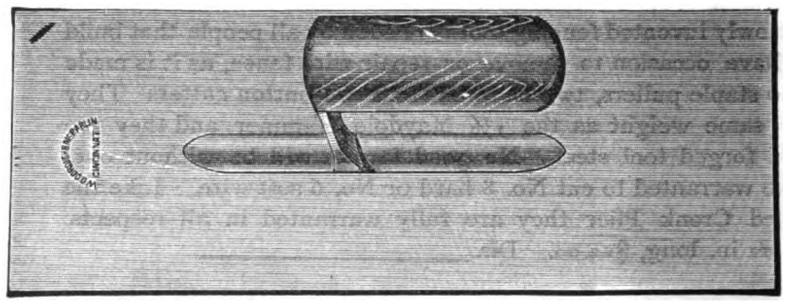
SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,
Detroit, Mich.

Digitized by Google

"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

ALL METAL REPEATING AIR RIFLE.

5 Different Styles.
Send for Gun Catalogue.



3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.
Globe Sights Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

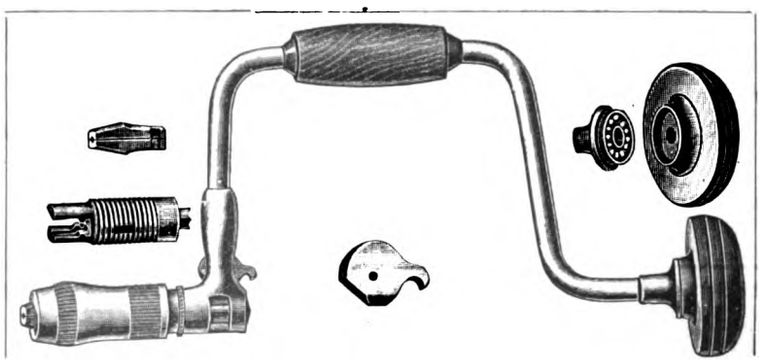
Cycloid Cycle Co., Grand Rapids, Mich.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.
Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.



This is the "Proper Clothes Line Reel," with which a line can be Stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, $1.25. Liberal discount to dealers and agents.

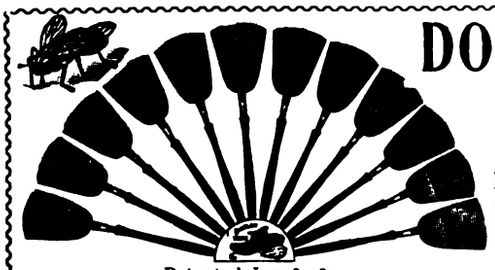
BURR-FEGLER CO., Batavia, Ill.

PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.



Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

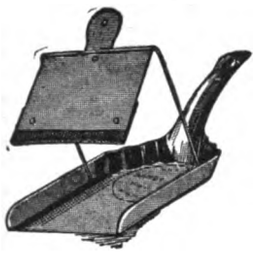
is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

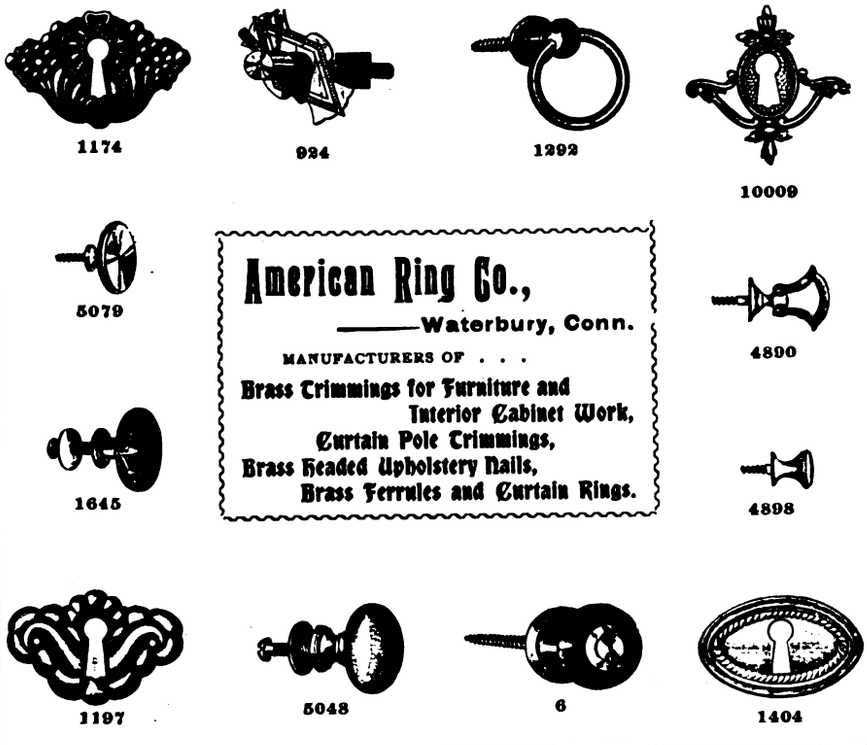
A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on Sight. . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer,

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.



American Ring Co.,

Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work,
Curtain Pole Trimmings,
Brass Headed Upholstery Nails,
Brass Ferrules and Curtain Rings.

COVERT MFG. CO.,

West Troy, N. Y.



302

Harness Snaps, Chain Rope and Web Goods. etc.

For sale by Jobbers at manufacturers' prices.



Derby Bit Snap.

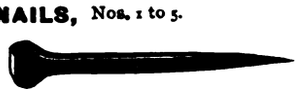
"RESULTS ARE SO SATISFACTORY."

Caldwell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

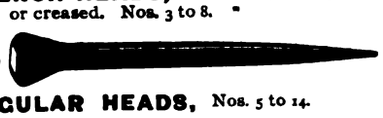
"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

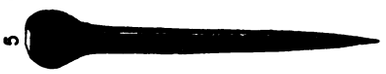
TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



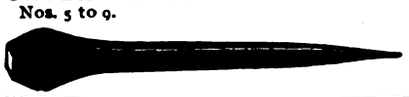
REGULAR HEADS, Nos. 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

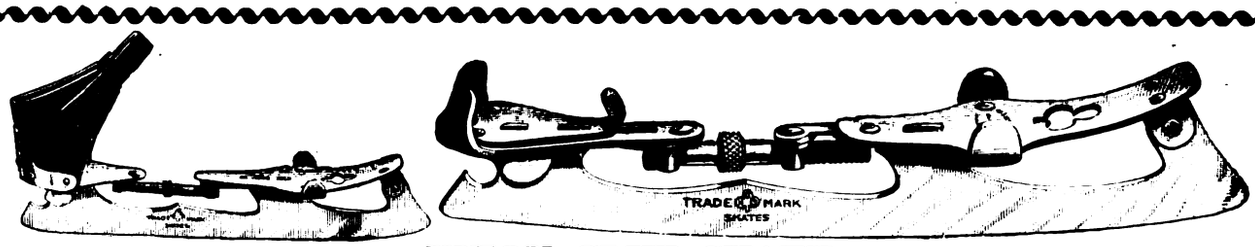
For terms and discounts address

PUTNAM NAIL CO.,

BOSTON, MASS.

Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

Digitized by Google

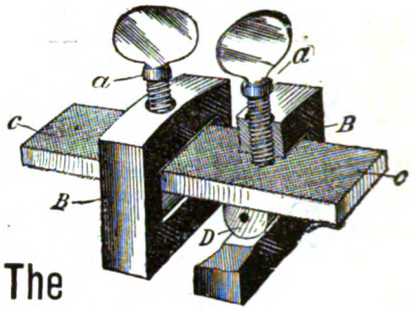


UNION CLUB SKATE.

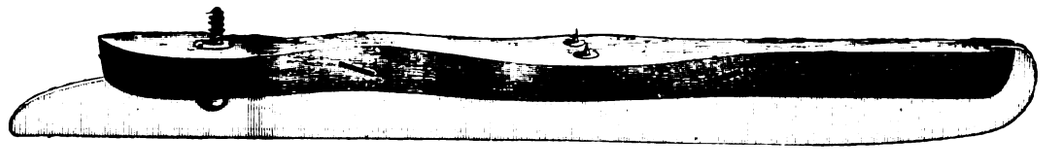




HOCKEY SKATES.



The Union Skate Sharpener.



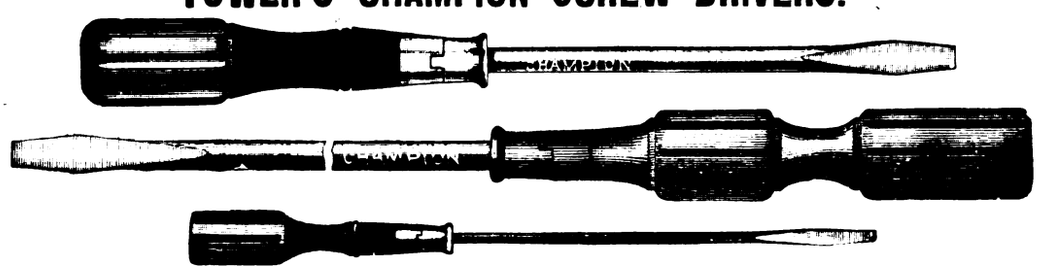
DONOGHUE RACING SKATE.

(... MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

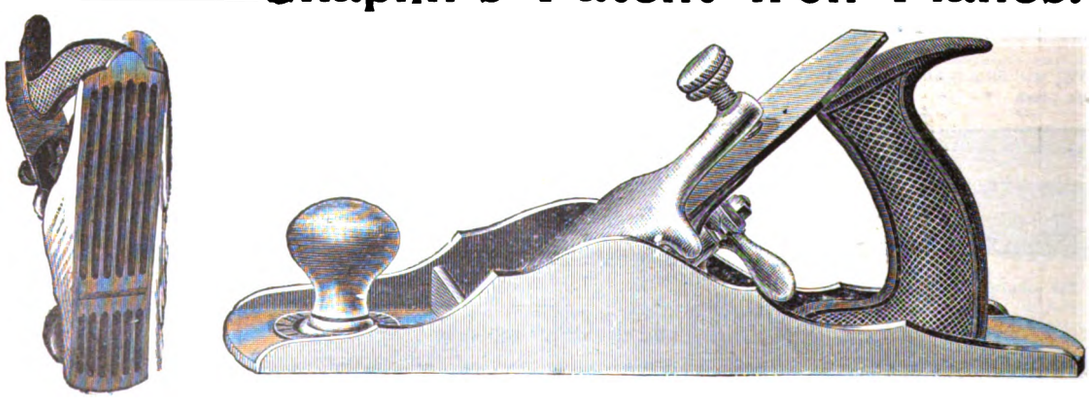
CARPENTERS and MACHINISTS' TOOLS.

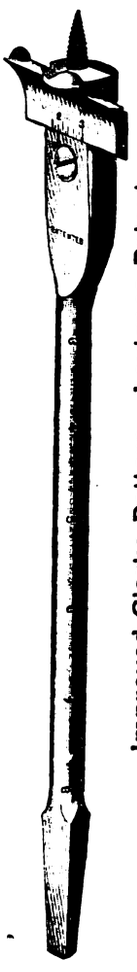
TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

Other Tools are very good Tools, but—

"YANKEE" TOOLS are better.



"YANKEE" RATCHET SCREW DRIVER, No 10.

Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



"YANKEE" SPIRAL-RATCHET SCREW DRIVER, No. 30.

Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.

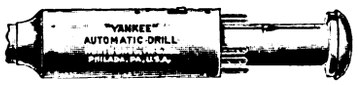


"YANKEE" AUTOMATIC DRILL, No. 40.

For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

SOLD BY LEADING DEALERS IN TOOLS AND HARDWARE.

Insist on "YANKEE" TOOLS



IF YOU WANT THE BEST AT A REASONABLE PRICE.

"YANKEE" TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.

IMPORTANT TO

Hardware Merchants.

CHART IN THREE COLORS,

16 x 44 inches.

Showing Photographic Reproductions Warren's New System

Portable Sectional Shelving.

Shipped to all Parts of the World.

Twenty different combinations described and priced. A copy mailed to dealers (without charge) on request.

Made by

J. D. WARREN MFG. CO.,

CHICAGO, ILL., U. S. A.

HARRINGTON & RICHARDSON ARMS COMPANY...

... MAKERS OF

HIGH-GRADE REVOLVERS.

WORCESTER, MASS., U.S.A.



Safe, Reliable, Accurate.

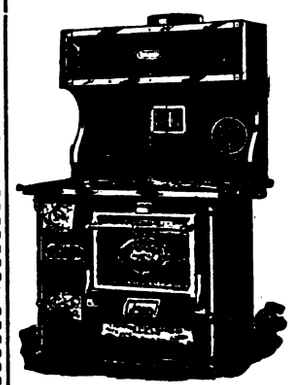
Cut shows our . . .

"Premier"

32 Calibre

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.



THE CHAMPION AND MARQUART

are the only . .

Double Flue Steel Ranges

made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND, OHIO.

THE ELKINS SAW FILER AND CLAMP

Strong inducements to push ng dealers. See this paper on the 10th of each month for full description and illustration. Write for prices and discounts.

Holds and files a saw perfectly Makes every tooth the same. Requires no experience. Adjusts instantly to any position desired. Always ready for use. No loose parts to get out of order. Durable, Light and Strong

A. J. Wilkinson & Co, 180-188 Washington St., BOSTON, MASS.

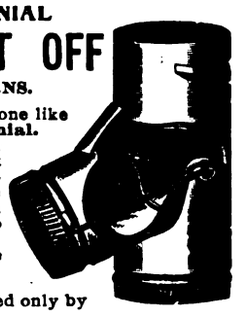
The CENTENNIAL

WATER CUT OFF

FOR CISTERNS.

There are others, but none like or equal to the Centennial. It is the only Cut Off in the market to-day that can be used in any position without extra pipe or elbows. Try them and you will use no other.

For sale by all the leading jobbers.



Manufactured only by

COONEY, SEINER & CO.,

17, 19 and 21 E. South St., INDIANAPOLIS, IND

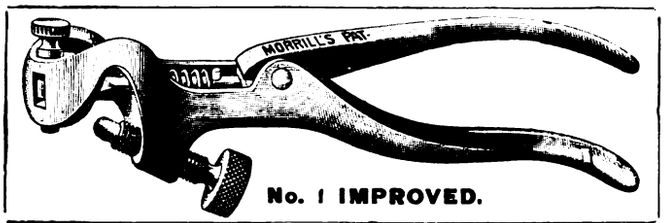
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE MARK

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

CHAS. MORRILL, 35 Warren St., N. Y.

Digitized by Google

Your Stock Is Not Complete

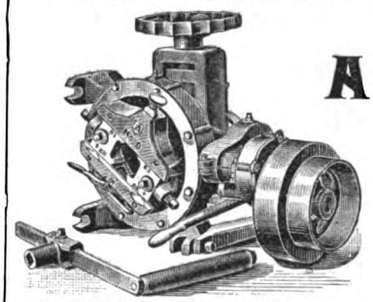
Without a line of

ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.



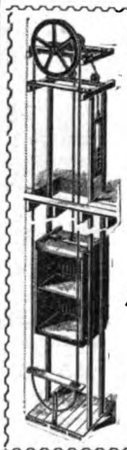
No. 0. Threading Machine, Power Attachment.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

—NEW YORK OFFICE: 139 CENTRE STREET.—



DUMB WAITERS and ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

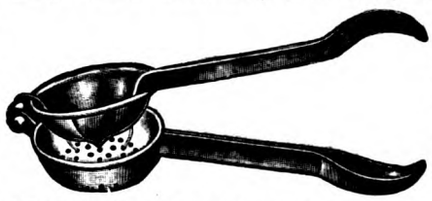
SEDGWICK MACHINE WORKS,

36 Carroll St., POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.

B. B. LEMON SQUEEZERS.



A good article made of malleable iron nicely tinned. Two sizes, 8 and 10 inches. Tinware trimmings of every description.

SEND FOR PRICES ON EXTENSION LADDERS.

Berger Bros. Company, PHILADELPHIA.

Mfrs. Tinners' Hardware and Roofers' Supplies.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters..... that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated, PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



Leaders with the Trade

30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn

HORSESHOE-H-STUDS (Neuss' Patent)

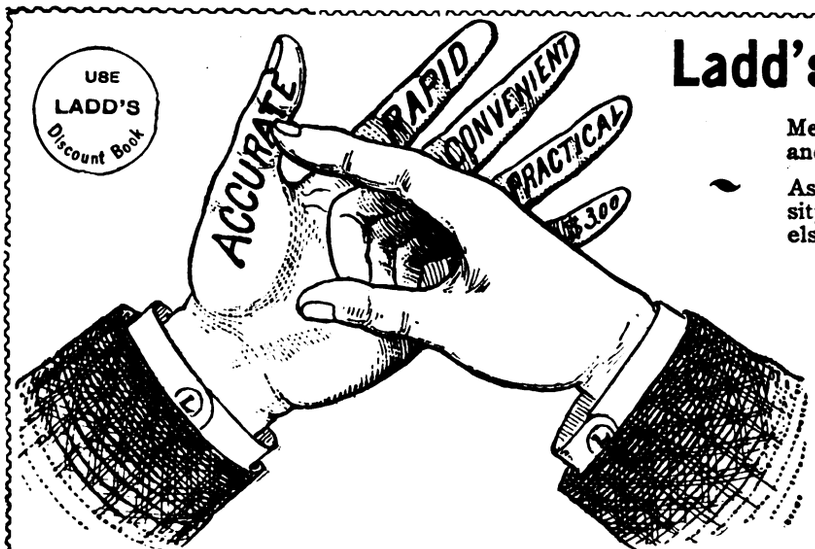


Always Sharp! No Slipping of the Horse! No injuries as caused by other Studs! Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free. Patentees and Sole Manufacturers.

LEONHARDT & CO.,

SCHOENEBERG-BERLIN. GERMANY.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

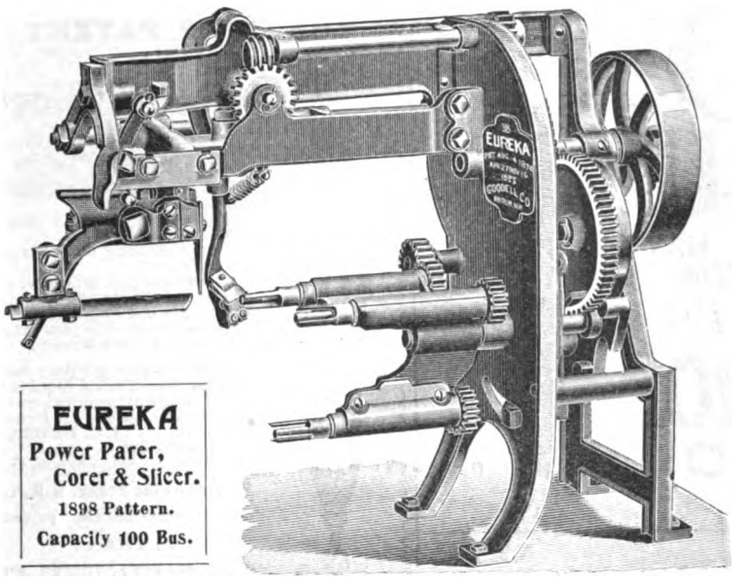
REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

Digitized by Google



APPLE PARERS

FOR

EVAPORATORS,
CANNERS, BAKERS
AND
FAMILY USE.

We make a large variety suitable for every want, for hand or power, from . . .

50c. to $20.00 each.

SEND FOR OUR CATALOGUE.

GOODELL COMPANY,

ANTRIM, N. H.

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

94 Chambers Street, NEW YORK.



Full stock on hand of

D. WADSWORTH & SONS Big Giant and Clipper Scythes.

DERBY and BALL'S Snaths, No. 45, 75, 100.



FOR Butler's Pantry Doors and all other swing doors the . . .

"BARDSLEY" CHECKING SPRING HINGE

is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the centre It goes in the floor under the door.

Made in 6 Sizes.
Catalogue Free.

JOSEPH BARDSLEY,

147 to 151 Baxter St., New York

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,
Printers of all styles of Pencils,
215 Bowery, NEW YORK.

AMERICAN RAILWAY SUPPLY COMPANY.

BAGGAGE, HOTEL & TIME CHECKS, METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE, NEW YORK.

"ALWAYS A WELCOME VISITOR."

Atlas Mfg. Co., New Haven, Conn. [*Coat Hooks, Shelf Brackets, etc.*]: HARDWARE is always a welcome visitor at our office, and we should hardly know how to get along without it.

"ON OUR AD. LIST AS ONE OF THE BEST."

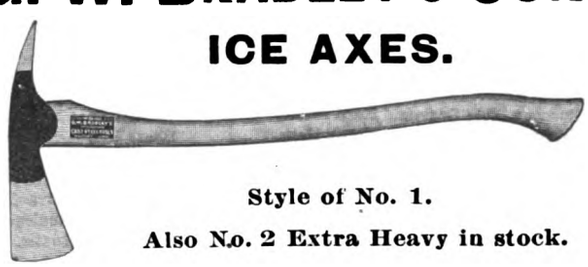
Troy Nickel Works, Troy, N. Y. [*Alaska Stove Hardware*]: You are on our advertising list as one of the best. We will be glad to keep you in this position.

"BEEN WITH YOU FROM THE BEGINNING."

Union Metallic Cartridge Co., New York. [*Ammunition*]: We have been with you as advertisers from the beginning and expect to continue.

G. W. BRADLEY'S SONS,

ICE AXES.



Style of No. 1.

Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



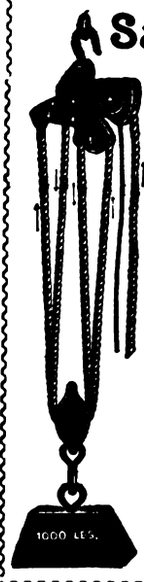
F. E. MYERS & BRO.

ASHLAND, OHIO.

FILGER.CIN.

THE BURR PATENT STEEL

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .

BURR MANUFACTURING CO.

823 Society for Savings Bldg.,

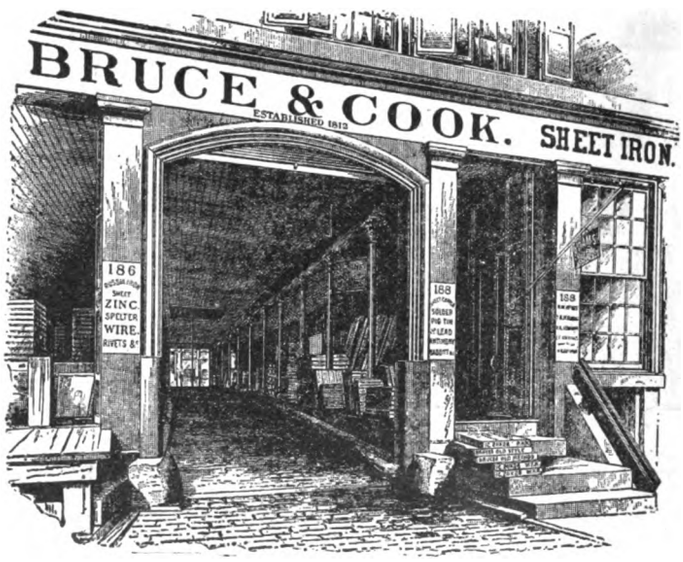
Cleveland, Ohio, U. S. A.

BRUCE & COOK,

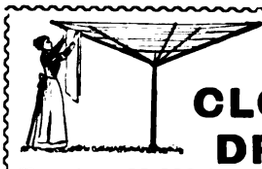
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	



HILL CLOTHES DRYER.

More than 100,000 in use. Pleasing everybody. Both yard and balcony Dryers.

Fold them up without removing clothes-line and take indoors when not in use.

Sold by the Hardware Trade. Send for Illustrated Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

A

PROFITABLE MEDIUM

TO

ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google



NATIONAL ENAMELING & STAMPING CO.

New York. Baltimore, Md. Milwaukee, Wis.

St. Louis, Mo. Chicago, Ill.

Brooklyn, E. D., N.Y. Portland, Conn. Berlin, L. I., N.Y.

Bellaire, Ohio. Granite City, Ill.

MAIN OFFICE,

78-80 BEEKMAN STREET,

NEW YORK.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

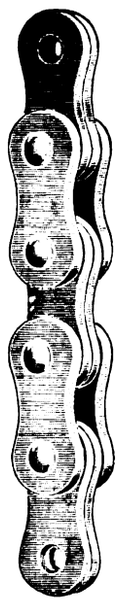
Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains. . .



Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING LEADING HARDWARE FIRMS WHO DEAL IN OUR GOODS EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO., - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLASS-ANDREESEN HARDWARE CO., Omaha, Neb.
JONES HARDWARE CO., - - - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,
PHILADELPHIA.
NEW YORK. CHICAGO

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug 18,'91 Nov 10,'96

EDGAR Nutmeg Grater. Price 10c.

EDGAR MFG. CO., READING, ...MASS.

From "Hopkins' Handy Notes and Queries."

TABLE

Showing the Average Number of Washers in a Keg of 150 Pounds, of Each Standard Size.

AS ADOPTED BY

"The Association of Bolt and Nut Manufacturers of the United States."

Diameter.	Size of Hole.	Thickness Wire Gauge.	Size of Bolt	No. in 150 pounds.
		No. 18		80,000
		" 16		34,285
		" 16		22,000
		" 16		18,500
1		" 14		10,550
		" 14		7,500
		" 12		4,500
		" 12		3,850
		" 10		2,500
2		" 10		1,600
		" 9		1,300
		" 9	1	950
		" 9		700
3		" 9		550
		" 9		450

Standard Sizes of Heads for Bolts.

Diam. of Bolt.	Square Head.		Hexagon Head		Button Head.		Countersunk Head.	
	WIDE.	THICK.	WIDE.	THICK.	WIDE.	THICK.	WIDE.	THICK.
1								
1								
1							

HARDWARE

The wide awake buyer is the one who believes the only friendship in business should be mutual advantage; because the welcome salesman does his best to talk to your inside pocket.

With a firm conviction that long-winded accounts are the "hoodoos" of enterprise, the wise salesman is this year prepared to meet the "10 day" man in the cyclone cellar of his close quotations.

Henry R. Towne, president of Yale & Towne Mfg. Co., sailed for Europe on the steamer *Angusta Victoria*. Being greatly in need of a resting spell that will last six weeks or more, he knew that a trip abroad could not help but prove beneficial.

The Iowa Retail Hardware Dealers' Association will meet at Des Moines on the 28th inst. Although the meeting is primarily intended as an executive one, there will be an open session lasting several days, and it is expected that the members from all over the State will be largely represented.

When Mr. Nunan wanted to climb up the family tree, and engaged a gentleman whose front name was undoubtedly "Dennis"—for he is suing for his pay—to plant it for him, he should have mentioned that he was already "up to snuff," and that that part of the family history was "not to be sneezed at."

On an advancing market the temptation with a few buyers is to risk the purchase of some "off quality" article, believing the price will sell it. It's questionable policy, however, for in the quality of the goods the consumer soon forgets the quality of the price, and is spoiled for the future.

F. J. Mattison, No. 127 Duane Street, New York, has again been appointed the representative in New York City and vicinity of the Fred J. Meyers Mfg. Co., Hamilton, Ohio, he having relinquished the same a short time ago on account of ill health. Let us hope he will repeat his former successful management of this important line of specialties.

If James Gordon Bennett, the elder, could "revisit the glimpses of the moon," and get a chance to see a copy of the Sunday *Herald*, he would find so many of its prevailing features stolen bodily from the so-called yellow journals, that he would cry: "Hoot, mon, I canna bide wi' ye," and would return to his crypt in the family mausoleum and turn over on his face for very shame.

John J. Tower, of Tower & Lyon, is away enjoying a well-earned vacation in company with W. H. Tower, wife and son. They left New York on August 14th, intending to go to Quebec and through the St. Lawrence and Saguenay rivers to the British provinces as far as Halifax. May they thoroughly enjoy themselves, and the whole party return more capable of appreciating the good things in life.

Edward Darby, of Edward Darby & Sons, Philadelphia, and his daughter have just returned from a vacation trip abroad. He is on his way to Canada, being a delegate to the St. George's Society, now holding a session at Hamilton, Ont. Considering his age, which will be seventy nine next birthday, Mr. Darby shows wondrous vitality, and gives every appearance of many remaining years of usefulness.

The managers of the Buffalo, N. Y., Pan-American Exhibition have announced that after the big show opens, all peanuts must be hulled before sold. Now the question arises whether they will actually shut out all shell games. If this is actuated by some of the peanut politicians of this State, let us hope that the rights of the gum chewers will not be abridged, and that this limiting of peanut pleasures will not prevent these Southern kernals from being properly welcomed.

The Japanese Government has established an Imperial Commercial Museum, which will be run on the lines of the Commercial Museum at Philadelphia. They may well be called the "Yankees of the Orient," for they show the same enterprising spirit which is considered more essentially an American characteristic. This is an opportunity among others which our manufacturers should use to the fullest extent, and have at the same time an intelligent representative within reach, capable of increasing our commercial relations on the slightest provocation in the interest of our export advantages.

Let us hope that "Guam Cocktails" will not be added to our Metropolitan assortment, after the following unique description given by "Gunner Shea," just arrived from that province of ours: "As to the liquor," said Gunner Shea, after the manner of a man who had caught himself on the point of overlooking the main features of his story. "It's a combination of mescal and aguadiente and something else. If you take one drink you think you like it, and when you get the second one you don't care, but wait till you've shipped about four. Then you'd better batten down your hatches, because there'll be rough weather."

The sight which one would suppose was singularly calculated to make a well-dispcsed angel shed real tears is to see a callow youth of the "$3 per" variety, tripping gracefully along with a two-inch reef taken in the bottom rim of a pair of 98-cent crash trousers, beneath which are noticed, in all their pristine elegance, a pair of low-cut yellow shoes, of the "marked down from $2.50" degree of excellence. The self-satisfied air with which this would-be up-to-date young man informs his paternal parent that "made up red neckties are no longer the vogue," should make the Angel Gabriel end the game of life by playing his last trump.

James L. Pollitt, London Manager of the Bissell Carpet Sweeper Co. has been diverting himself by taking snapshots of the big stores and other places of interest in and about Chicago. His friends say "Jim" has snapped everything he saw in the "Windy City," from a prairie farmer riding a load of hay, to the Masonic Temple, and it is also said of Mr, Pollitt that he greatly appreciates this country, expressing wonderment why so many Americans go abroad in search of scenery when they have such wealth of it at home. Mr. Pollitt, after visiting Toledo, Cleveland, Pittsburgh, Philadelphia, Baltimore, Washington, Boston and New York during the present month, will depart for London about September 1st.

Digitized by Google

HARDWARE

VOL. XIX. AUGUST 25, 1899. NO. 10.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
E. N. ROOT, - - - - Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Vacations have been appreciated this summer by those able to take advantage of them, more than ever before; the strain of the past season having affected the managers and partners, equally with those to whom physical exertion is the prominent characteristic.

It was a season long to be remembered by the entire trade, commencing in doubt and uncertainty as to a possible future of high prices; and ending with an acknowledgement that prices have surpassed all anticipations, and with the problem facing the dealer whether enough goods can be obtained to make up the season's full trade, under the unprecedented demand springing into existence so universally upon every hand, and bidding defiance to every established precedent in the ethics of business by which past seasons of prosperity —few and far between—have been gauged and brought to a successful issue.

Scarcely a man connected with the industry but must see at the present moment, that the opportunity of his life for a profitable ending to his business plans, is right in front of him. The country is full of vital forces all working in harmony for grand results. The ambitious manufacturer is straining every nerve to achieve results, which nothing but inability to obtain what may be classed as his raw material, will prevent. With order books filled to the verge of repletion, doubts are being entertained whether they can do more than keep their customers from loud complaining by partial deliveries.

Higher prices are easily obtainable on every hand, with only the sureness of being able to furnish the goods, standing between the gratifying demand and the certain profits. If it were only certain that no pig iron famine shall prevail; no inability to get the stuff from which the country's wealth, at present in embryo, will be brought into existence and distributed to a welcoming constituency, there would be a certainty of a division of a high tide of profits to shower sunshine in 1900, and bring forth still greater aggregations of product.

The smaller towns all over the State have already felt the impetus, which the large cities have stimulated by their greater example. Stocks at the close of 1898 were by no means large in the hands of the retailers, who had been cautious buyers for many years. The jobbers even, were halting between two opinions in many cases, to order stocks offered so near old prices as to create the hesitancy it was intended to obliterate. But with the retailers, having back of their customers the wealth-giving crops that made consumers willing to make purchases freely, in order to supply those lessened facilities which enforced economy had made extremely meager, purchases were soon stimulated and a vigorous demand ensued even at advancing prices; and to-day, the jobber himself is converted to the belief that he must get a stock of goods if possible, as low in price as possible, but get the goods he must, or else he becomes a "has been" and can no longer be counted as "in the swim."

The nail trust like others have avoided antagonizing the larger purchasers, by so arranging their prices that with each successive advance there were still left differences between the price to the wholesaler and the retailer, which took away from transactions the usual latent fear of selling at cost or at a loss by competition with the makers. Jobbers who had stocks to sell found that manufacturers maintained these differential prices, and could do so safely through inability to deliver promptly orders already booked by customers who were clamoring for even earlier shipments than specifications had nominated.

Every element entering into the branch of the Hardware business classed as builders' Hardware is in the most progressive state imaginable; from the lowest possible ebb, prices have risen by gradual changes, until in many lines the advance since January represents fifty per cent. difference. A portion of this apparently abnormal advance has been already discounted by the trade, whose selling rates have changed with every ten per cent. added to a manufacturer's discount sheet. The jobbers have the finest year to figure on, which the trade has seen since the early sixties, and if the inventory doesn't show up well in the way of ascertained net profits the buyer should be interviewed by the head of the firm.

Inability to Stand Prosperity.

The prevailing epidemic of strikes seems to provoke philosophic discussion. It is only a year ago since the plodding wayfarer was met on every highway by the idle mechanic who had been hunting everywhere for employment, and unable to find it, desired assistance. To-day, when no able-bodied man willing to work need be idle, the improved conditions surrounding the field of labor are such, that the price paid the iron workers especially seems fabulous considering the class of work in which they are engaged.

And yet in almost every section of the country where organized labor finds speedy employment, with prospects of long continuance, the wage-earner is becoming restless, fearful that he is not getting his full share of the prosperity which these changed conditions produces.

Strikes become the order of the day. The restless energies of the busy worker find new and unproductive employment. He cannot stand prosperity and he is not prepared to enjoy the present high grade of rapidly increasing wages. He finds new reasons for striking down the hand that feeds him, and he doesnt have far to seek for a disturbing influence. A few non-union workman in a shop will create a rebellion in 500 men, and set a productive industry in industrial confusion. The discharge of a favored leader in shop economy,

Digitized by Google

creates a demand for his instant reinstatement, or anarchy ensues and a sympathetic strike intensifies the antagonism which plenty of work should make impossible.

Now it seems as though these things should not break in on the harmony of prosperous industrial advancement, but they do; and the anxious manufacturer endeavoring to avoid the worries that too frequently afflict industrial activity, hunts sedulously for a remedy and fails to find it.

Sewing Machines and the Hardware Trade.

The article recently published by us under this caption having elicited numerous commendations from our readers, we invite a careful perusal of another article upon the same subject which will be found on one of our pages of this issue.

The communication is written by a gentleman who has made the introduction of sewing machines into the Hardware trade the subject of much close study and ambitious effort, and we feel we have been extremely fortunate in being able to secure from him the fruit of his experience upon the subject, especially in such a condensed form and couched in such pithy and convincing language.

Although the writer is actively engaged in the sewing machine business, being connected with a company which at the present time is selling the Hardware trade one hundred and fifty thousand machines annually, the article is written with a view to its proving of interest and benefit to the trade in general, by bringing to the attention of those not already identified with this profitable side line, some ideas which should have earnest consideration.

Death of Charles L. Mead.

Charles Levi Mead, the President and Treasurer of Stanley Rule & Level Co., Co., New Britain, Conn., died of dilatation of the heart Saturday, August 19th, at his Summer cottage in Norfolk, Conn. He was attending a housewarming given by Professor M. I. Pupin of Columbia University, who living nearby had invited a number of his neighbors and their visitors, Mr. Mead being one of the guests, and although Mr. Mead was apparently in good health, except a slight cold, he was stricken while at the table and died almost instantly.

Mr. Mead was born in Chesterfield, New Hampshire, a small town opposite Brattleboro, Vermont, January 21, 1833, removing to the latter place when six years old.

Mr. Mead has been an active business man all his life, having commenced the manufacture of rules and plumbs and levels at an early date by purchasing the business established by E. A. Stearns & Co., at Brattleboro, Vt. Having accepted a position on the staff of the Adjutant General of Vermont at the breaking out of the Civil War, this business was sold to the Stanley Rule & Level Co., New Britain, Conn., with which company he became identified as director and treasurer. When the war closed, he assumed, about 1871, the direction of the New York business of that company in this city. On the death of the former president, Henry Stanley, fifteen years ago, Mr. Mead was elected president, the duties of which office he performed until his death, in addition to those of the treasurership.

Mr. Mead was very quiet and unassuming in his outward characteristics, was capable of forming the warmest friendships which long continued. Never showing anything that could be called an ebullition of temper, he was noted for a high order of business capacity, great diplomacy and quiet tact, with an abiding faith in that perfect honesty of purpose of which he was a fitting example. He was noted for a wonderful memory which enabled him to recall those readily whose intimacy was not of the closest character, he always had a good word and cordial greeting for all with whom he came in contact.

Mr. Mead was on the executive committee of the American Missionary Association over twenty-five years, having only last fall resigned the position of chairman of the committee. He was also a trustee of the Hampton Normal and Industrial Institute, Hampton, Va., long a deacon and trustee of the Broadway Tabernacle Church, New York, and a member of the Hardware Club.

Funeral services were held at the cottage in Norfolk, the interment being at Brattleboro on Tuesday. The honorary pallbearers were prominent business and social friends of Mr. Mead, among them being Charles B. Stanley and H. S. Walter, of the company at New Britain, and Frank H. Thompson, manager of the New York warehouse, who has been connected with the company for thirty years.

Pencillings by the Way.

George N. Lusson, the traveling representative abroad of Greene, Tweed & Co., No. 17 Murray Street, New York, sends us the following "Pencillings by the Way" from Paris, which will prove of interest to our readers

In France the car wheels greatly resemble the common cast iron wheels that are used on our harvesting machines. Many of them are flattened and slightly misshapen, having the effect of making the car ride roughly in spite of splendid road beds and tracks.

In introducing a line of manufactures in Paris manufacturers must establish a depot or sole agency where reatilers can pick up the goods as they sell them. Large orders to start with are out of the question, the French jobber being a very careful and conservative buyer and the retailer prefers to buy even the most staple goods from day to day, instead of stocking up in order to get quantity prices.

The builders' Hardware usually carried in stock in Paris, is as a rule, of a very cheap grade. The Hardware for the fine residences for which the residential section of Paris is noted, is frequently made to order with the coat of arms and crest or initials of the owners ornamenting its surface. In London the builders' Hardware is of a very good serviceable quality, but I notice that brass is much more frequently used than bronze metal. Door knobs in both Paris and London are placed in the middle of the door and can only be worked from the inside. The key opening the door from the outside by means of a latch bolt. Cupboard turns are not used at all in Paris, the cupboards being built in the walls, incased and papered over, being opened and shut by a wardrobe lock and usual key.

In France hand saws are not much used, French carpenters preferring an appliance working in a manner similar to our buck saws. I find that American patent kitchen utensils are much in demand and sell readily.

French custom house duties are based largely on the weight of, and the space occupied, by the goods imported.

I experienced no difficulty in getting the necessary interviews and opportunity of speaking to the larger dealers. The wholesale dealers in France nearly all speak and read English.

Messrs. Roux, Freres and Cie., No. 54 Boulevard du Temple, Paris, are jobbers and agents for a large number of American and English lines of Hardware. Mr. Albert Roux spent some time in connection with The Orr & Lockett Hardware Co., of Chicago.

Mr. Paul C. Bornemann, American Novelty Co., No. 39 Passage Jouffroy, Paris., is looking for lines of bicycle supplies and novelties in American Hardware. He would be pleased to receive catalogues with a view of opening up correspondence.

Digitized by Google

Copper Coin to Be Melted.

The Oxford Copper Co., of this city, has received an interesting consignment from India in the shape of 9999 bags, or 250 tons, of copper coins, which arrived by the steamship *Cevic* recently. The coins were imported as copper scraps, and will be melted up and refined. With the price of copper standing as at present, at 18½ cents a pound for lake, they are worth more as copper than as coins. The copper coins of China, it is said, can also now be profitably imported and melted up for the copper that is in them. There was a profit in coining for the Oriental countries when copper ruled at 10 cents a pound.—*N. Y. Commercial.*

Ploesch Schwab & Co., of Bozingen and Biel the largest engineering establishment in Switzerland, has been represented in this country for sometime by A. Lenenberger, who sailed for home recently on the Cunard steamer *Lucania.* While in this country he inspected the various wire nail and screw factories, to ascertain what processes were needed, and what machinery was essential, to enable the home manufacturer to hope to equal the American product, which was already rapidly superceding in China and Japan and other countries, the foreign makes that previously controlled those large markets. Mr. Lenenberger stated previous to his departure for home, that he was greatly impressed by the perfect facilities within reach of the American producer; and would feel justified in strongly recommending the adoption of our methods in the manufacture of wire nails and wood screws. He had every reason to believe that his visit would result in a number of important orders being given at an early date for the necessary automatic machinery to improve the industrial conditions which of late have retarded their progress.

It is stated that the executive committee of the New York Credit Men's Association discussed at its August meeting the consideration of the subject of forming a subscription fund of $10,000 for the purpose of strengthening their investigation and prosecution committee. It was proposed that with this fund in hand fraudulent debtors will be prosecuted to the full extent of the law, will be prevented going through the bankruptcy courts, and that it will be a great machine for making dishonesty in business much more difficult than it is at present. A committee has been appointed to take it into consideration and formulate the best plans possible for making this fund a powerful and successful weapon.

The American Tool Works, of Cincinnati, have been crowded with orders of late, and it is reported that their foreign business is assuming such hugh proportions that they are contemplating an extensive addition to their already large plant. Recent reports of this concern embrace important shipments of machine tools to the British Projectile Co., of London, Eng., and De Fries & Co., of Dusseldorf, Germany. Numerous consignments, averaging a dozen cases each, were recently made to Berlin, Germany, and St. Petersburg and Rostop-on-Don, Russia. An important shipment of drill presses is soon to be sent to Yokohama, Japan.

The F. & N. Lawn Mower Co., of Richmond, Ind., are building a warehouse on the lot they own in connection with their factory. This warehouse will hold, when completed, 40,000 to 50,000 mowers. They also announce they will commence operating their factory about August 25th, and hope to have a good stock of goods on hand to meet the requirements of the trade. Their general sales manager, Mr. George B. Main, now in New York enjoying a vacation, informs us that it is the purpose of the company to ship out on date specified every order for lawn mowers for 1900 and will be prepared to furnish 100,000.

How the World Carries Its Money.

To the initiated, a man's nationality is betrayed by the way he carries his money. The Englishman carries his loose in his right-hand trousers' pocket—gold, silver and copper all mixed up together. He pulls a handful of the mixture out of his pocket in a large, opulent way and selects the coins he has need of.

The American carries his wad of bills in a peculiar long, narrow pocketbook, in which the greenbacks lie flat. The Frenchman makes use of a leather purse, with no distinguishing characteristics, while the Germans use one gayly embroidered in silks by the fair hands of some Lottchen or Mina.

The half-civilized capitalist from some torrid South American city carries his dollars in a belt, with cunningly devised pockets to baffle the gentlemen with the light fingers. Some of these belts are very expensive.

The Italian of the poorer classes ties up his little fortune in a gayly colored handkerchief secured with many knots, which he secretes in some mysterious manner about his clothes.

A similar course has charms for the Spaniard, while the lower class Russian exhibits a preference for his boots or the lining of his clothes as a hiding place for his savings. —*Exchange.*

It is worth noting in regard to the famous hemp produced exclusively in the Philippines that the plant yields, in fact, two qualities, with important industrial or commercial adaptations in each case. From the best, or fibrous outer leaf comes the coarse, strong fiber, which is the best material for sailcloths and cordage, it being particularly recommended by the fact that it is not easily rotted by salt water. The fiber yielded by the inner stalks is fine and weak, and from it are woven textile fabrics superior in softness and lightness to those made of the best Russian hemp. These fabrics, however, are seldom exported, as they are bought by Chinese merchants at Manila for local consumption. It is found that under the best conditions the manila hemp produces the very large quantity of 3000 pounds of fiber to the acre, and, though between 5,000,000 and 6,000,000 bales have been exported in the last 10 years, the industry is admitted to be still in its infancy.—*Bangor Commercial.*

Having reference to a paragraph in another column concerning Indian copper coins sent here for melting into ingots, Robert M. Thompson, who is prominent in copper interests has this to say: "An erroneous impression had arisen that these coins were withdrawn from circulation because the market price of the metal was so high that the coins were worth more as metal than they were worth in circulation. The fact is said to be that the coins in question have a circulating value equal to about 34 cents a pound of copper; whereas, they were sold at less than 14 cents a pound." Mr. Thompson says the coins were sold by one of the Indian States, which had withdrawn them from circulation, replacing them by a small silver coin, and the move is part of the general change taking place in the standard in India.

A dealer will keep in stock what the people want if he is a shrewd storekeeper. The thing for the manufacturer of any commodity to do is to make his consumers want his goods, by advertising. I believe in all kinds of advertising that will get or keep the people's attention.—H. L. KRAMER.

Aguadilla, in the northwestern part of Puerto Rico, has 5000 people. The climate is hot, but healthy.—*Exchange.*

Puerto Rico is thirty-five miles broad and ninety-five miles long, with an area of 3668 square miles.—*Exchange.*

Digitized by Google

SEWING MACHINES AND THE HARDWARE TRADE.--II.

In building up and establishing a popular trade in sewing machines with the Hardware dealer, one of the greatest drawbacks with which we are forced to contend, is the fact that heretofore in the majority of instances where the sale of sewing machines has been undertaken, the dealer has dealt only in a low or medium grade machine, until the public have almost concluded that when they want a first-class machine it is necessary for them to be imposed upon by the specious arguments of the omnipresent peddler.

It is a well-known fact that these so-called "sewing-machine agents" distribute annually in this country alone nearly ten hundred thousand machines. Moreover, these one million machines are sold to the consumer at an average price of at least $45 each. Now, in what other line of household goods are the conditions such as to allow two-thirds of the entire trade in that particular line, to be marketed at a price which all manufacturers and most of the thinking public know to be a price nearly double what it should be.

What a field is here presented for the Hardware trade if they can divert this enormous output to the legitimate lines of trade?

The time has been reached when the sewing machine is as much a household necessity as the cook stove. No housewife will cook without a stove, nor will she do her sewing by hand when it is possible, as it is now, to secure through reputable Hardware dealers a first-class machine for twenty-five to thirty dollars. Every home does or must have one, hence the demand is a staple and constant one.

All makers realize the great expense which springs from distributing sewing machines by the old agency plan which includes the salaries of peddlers, district managers and others, office expenses and cost of maintaining the teams, wagons, etc. The time has been reached when this expense can be saved the consumer in the reduction of its cost.

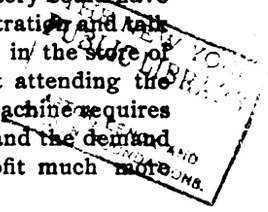
When the peddler first entered the field he was compelled to create the demand, as well as instruct the operator in all the details connected with its use. Now, in most instances where a sewing machine is to be bought, the woman who is to use it was born in a home where a sewing machine was used, and she has grown up with it, and is as familiar with its general care and handling as with the stove and other household utensils. This being the fact, there is no longer need of special instructions being given by a machine peddler, in fact, they have come into disrepute, and should be declared a nuisance.

One of the principal reasons why catalogue and supply houses always place great stress on their line of sewing machines, is because they are the best sellers on their list. Why is this so? Largely because the consumer is anxious to escape the sewing machine man and his inflated price. It is not at all essential that a dealer in machines should be expert in their use, all prevailing notions to the contrary come from practices adopted years ago for forcing sales.

It is no more of a necessity for the merchant to be an expert cook in order to sell a stove than that he should be an expert operator in order to succeed as a salesman of sewing machines. The entire plan of distributing this line, like others, is changing and the most economical methods consistent with good business are being adopted.

There are now manufacturers who make a specialty of building first-class sewing machines for the jobbing trade. By placing them with the jobber at a close manufacturer's profit and for cash f. o. b. the factory, they save the expense of a corps of travelers, numerous branch offices, etc., and this puts the jobber in a position where he can sell them to the retail dealer cheaper than the maker could do it himself, and the factory has an indirect representative calling on the dealer every three or four weeks who endeavors to keep the dealer enthused in their sale and supplies him with his needs more quickly than if the goods had to come from the factory.

The advantage to the dealer of this mode of distribution is not only, as has been mentioned, a lower price than if he dealt direct with the maker, but he is enabled to increase his profit by the amount saved in freight, the jobber giving him the advantage of the carload rate, from the factory to the jobbing centre. Not only this, but the dealer comes in contact with someone who can help him over little difficulties or hard places more often than any factory could have a representative call on him. The demonstration and talk leading up to the sale of a sewing machine in the store of a retailer is no more unpleasant than that attending the sale of a washing machine. The sewing machine requires no more room on the floor or in the stock, and the demand is greater in many localities and the profit much more satisfactory.



Considering the low price of all material used in their construction and equipment, as compared say with ten to twelve years ago, and not forgetting the wonderful improvements in machinery and methods, it is easy to see that the sewing machine can be, and is produced to-day at a price very much less than the amount constituting its cost in the early eighties. The cost of distributing the goods through peddlers has increased rather than diminished during this period. Attention is called to this to counteract any impression which might arise in the mind of any reader that the manufacturers of machines using the peddler method might be able to reduce their price sufficiently to compete with them should they undertake the sale of the line. The manufacturer who is ignoring the reputable dealer is not in a position to discard his present methods and adopt new ones.

It is possible, because of the decrease in the cost of materials and the saving in this new plan of distribution, to place in the hands of the retail dealer and the consumer a machine equal in finish, adjustment and capacity to any sewing machine on the market to-day.

Sewing machines have been before the public so long the important patents are all common property; therefore, like bicycles, they are very much alike in all important features. The up-to-date manufacturer of these goods is the one who uses the principles which have survived the test of experience and has incorporated into his patterns from time to time improvements of merit, among which might be especially mentioned ball-bearings, which have added so greatly to the popularity of the bicycle. It is universally admitted by every one in a position to judge, that ball-bearings are immensely superior to any other style of bearings for delicate and light running machinery. Sewing machines are now made with stands which have three distinct ball-bearings, containing, all told, forty accurately ground and hardened steel balls. The time is rapidly approaching, if it has not already been reached, when no sewing machine will be considered strictly first-class unless it contains this great improvement.

A sewing machine to work well and always be ready to do good work under any and all circumstances, without the intervention of an expert, should be non-sensitive, or

Digitized by Google

for a better term we will say, as near "fool-proof" as possible. A machine which will combine this quality with others is the machine desired by the dealer who lacks in experience in the sale of these goods, and in fact by all dealers, because all of them are ambitious to sell goods which will make friends, and, as a consequence, induce sales in any neighborhood where they have been introduced. A dealer derives great satisfaction from having a stranger come into his place of business, and say: "My wife insists upon having a sewing machine like Mrs. Smith's, and I understand it was bought here." You will find sewing machines a quick and easy trade-builder; the demand constant and increasing, selling at all seasons of the year; not depreciating in value while in stock, nor going out of date if you buy the right goods.

St. Joseph, Mo. Henry W. Darling.

Recent Trade Publications.

The Meriden Britannia Co., Meriden, Conn. A handsomely illustrated catalogue called the "Trophy Book," in which are given artistic illustrations of everything manufactured by them that will answer as a trophy for tennis, golf, whist and other tournaments to which the offering of prizes and challenge trophies have proved a very attractive feature. Hotels throughout the country have added a tournament of some description to their many other valuable features, and the Meriden Britannia Co. seek to supply the article for which they make the contest with the certainty of appreciation. The pamphlet is very handsomely gotten up, the engraving is first class, and the mechanical excellence as perfect as is possible to obtain. It is a catalogue that should be in the hands of every hardware man, whose opportunity for supplying something of this sort would be more apt, had he the means of displaying, in the way this book furnishes him the opportunity for.

Wm. H. Horstmann Co., Philadelphia, Pa. A Catalogue of Flags. This is a pamphlet catalogue of fifty pages, in which every description of flag is listed, and every other ornamental spear, etc., suitable for flag poles, together with carriers for flag belts and cords, as well as banners for Sunday schools and societies, the illustrations being in the regulation colors of the standard, making it a very desirable publication from which to select. It is a catalogue which very rarely reaches the Hardwareman, yet his opportunities for supplying this want are as good as any other dealer in town. The assortment also covers a variety of flag brackets, flag and banner stands, and flag holders, as well as the usual flag staffs with their customary ornaments, making the catalogue a very attractive and desirable one, and well worth adding to the catalogues considered indispensible to the Hardware dealer.

The Wabash Screen Door Co., Rhinelander, Wis. This is a pamphlet catalogue of a line of crystalized and antique stove boards made by this concern, illustrated in a very unique manner. The method of showing the style of stove boards made by them is a very attractive one, being on silvered paper, which shows a very attractive background throughout the illustrations; as these are shown in various colors in addition to the silver background, it presents a very handsome feature worthy to be imitated by other manufacturers.

The Goodell-Pratt Co., Greenfield, Mass. Catalogue of Tools No. 4. An attractive catalogue of seventy-two pages printed on coated paper, profusely illustrated, and with a full description of the goods throughout, making it an up-to-date catalogue in every sense of the word, and a desirable one for Hardwaremen to have. The line of goods covers automatic screw drivers, automatic drills, hand drills, hand and bench drills, bench drills, drill chucks, and hack-saw frames. Also illustrates a power hack-saw and bench hack-saw. This company manufactures tool or tap holders, pin vices, and a variety of polishing heads and ratchet braces. They also make a variety of tool sets, and screw driver sets worthy of the attention of those who sell this class of goods.

The Coleman Hardware Co., No. 59 Dearborn Street, Chicago, Ill. This is a pamphlet catalogue of forty pages, printed on excellent paper, and fully illustrated, covering a line of builders' and cabinet hardware manufactured by the above concern, consisting of Philadelphia casters, common plate casters, bracket, bed and globe casters, and the Perfection iron bed caster. In addition to which they manufacture chest handles, barn-door handles, Nickle No. 5, Roller-bearing No. 10, and J. G. C. hangers, and the Nickle barn door hanger, together with suitable rail for the same. Included with these they manufacture the Schumard sash balance and the Nickel stamped steel ball-bearing stove casters.

The Standard Welding Co., Cleveland, Ohio. A pamphlet catalogue of sixteen pages, illustrating the welded bicycle parts manufactured by this company, which includes L and T seat posts, D and oval rear forks and stays, new round chain adjusters, mud-guard braces, fork sides, stationary handle bars, as well as a line of bicycle tubing, all of which are electrically welded, and guaranteed by this company to be equal if not superior to any goods on the market.

Acme Ball-Bearing & Caster Co., No. 220 Broadway, New York City. A pamphlet catalogue of twenty pages, in which are illustrated the Acme Ball Bearing Caster in all its varieties, from ¾-inch, Surface ball suitable for chairs and all furniture, to 2-inch Surface ball for heavy desks and chairs, either round or square socket, up to the suitable sizes for heavy furniture, which includes 1 inch, 1⅛ and 1¼-inch, which can be used for upright pianos, brass beds, etc. They also make a line of smaller casters of the same style suitable for iron-frame sewing machines, trunks, sliding doors, etc.

T. McAvity & Sons. St. Johns, N. B. Canada. Illustrated catalogue of 100 pages, with price list of engineers' and steam-fitters' brass goods and supplies. It is called "Catalogue No. 27," consisting of 100 pages, fully illustrated, with a great variety of goods coming under this special designation. It is a very desirable and handy pamphlet, issued in pocket size, so as to make it convenient for the working mechanic to carry in his pocket. They make a very large line of these goods for globe and angle valves up to locomotive cylinder lubricators, together with all the original appliances suitable in connection with the same.

Bissell Carpet Sweeper Co.'s Annual Election.

The annual meeting of the stockholders of the Bissell Carpet Sweeper Co. was held at the office of the company on Thursday, August 3d, and the following persons were chosen as board of directors for the coming year: Mrs. M. R. Bissell, M. Shanahan, Chas. B. Judd, W. J Drew, T. W. Williams, W. S. McKay, and Robert E. Shanahan.

The officers elected were: Mrs. M. R. Bissell, president and general manager; Chas. B. Judd, vice-president; T. W. Williams, second vice-president and Eastern manager; M. Shanahan, treasurer, and Robert E. Shanahan, secretary. Fred McR. Dean was appointed cashier.

As Mr. Judd's health is not yet fully restored, Mrs. Bissell retains the management for another year.

The company have just closed a very successful year's business, and confidently expect the largest fall and holiday trade in their history.

Hardware's "Prices Current" are reliable.

Digitized by Google

HARDWARE TOPICS BY THE WAY.

Strikes, nothing but strikes! It's epidemical. The workmen have already forgotten the lessons of the hard times. Prosperity has "turned their heads." The inflated cranium of the strike agitator bobs up in all directions. "Give us work," they cried from '93 to '97, "or we and our families will starve." The tide turned, and work came on a plenty, and with it nominally better wages all around. Dynamite the plutocrats! Down with the rich! The employer be d—! is the cry now. Meanwhile, the employers find ways and means by which to protect their interests. They form trusts, combinations and corporations, and buy all the labor-saving machinery that offers, and give the incentive to still more radical improvements. Then conditions shape themselves for another depression. Employment grows scarce, and wages fall. The cry of starvation again rends the air. But it will be too late. Labor in its own efforts to outwing capital, has forever ruined its opportunities. The results of another panic will be laid at the door of the labor disturbers who wax fat upon the credulity and nonentity of the constituency they presume to represent. Not the employer is the subjugator of labor, but the labor agitator.

The Cleveland railway strike has fizzled out into imported buncombe—a boycott, and the Hardware dealers have countermanded rush orders for firearms and ammunition. The strike has only taught one valuable lesson, viz: The labor despot is infinitely more nervic that the capital despot. The former does not want peace at any price, the latter refuses to arbitrate in matters of honor and pride.

Charley.—I am now able to buy that long-promised bicycle. I have saved for you for six months, and to-day selected a $50 '99 model at Bargainwell's, and it cost me—you know I'm a privileged character—only $17.77.

Maud.—Sorry, Charlie, but bicycles have become too plebeian. Keep on saving till next season, and buy me a voiturette. They push themselves, and I shall need my leg power for golfing, anyway.

A Western Hardware merchant will visit the Paris exposition next year, and incidentally do provincial France. He has learned so much of the antique porcelain stoves of the French, he intends to introduce the feature in America, after improved models, thus imparting a certain Yankee type.

Don't put any stock in scare crows. The crops are all right and bounteous. A few hail stones, and a little more or less rain do not alter materially the primary aspect of conditions.

"We are in the saddle!" announces a Western Hardware dealer. In passing his store I noticed a saddle "trapezed" over the entrance, with the person of the merchant as occupant. He simply looked pleasant and distributed dodgers to the gaping multitude.

The strikers in Europe have created an unprecedented demand for American labor-saving machinery and devices. American manufacturers and agents are in regular receipt of inquiries and orders. So, the foreign employer has come to feel the heel and teeth of the laborcrat! Send on your orders.

Here's an enterprise bespeaking the millennial accumen: In order to introduce his wheel, a Western cycle manufacturer has collected a museum of cyclist freaks whom he will place on exhibition. Each is labeled with the competitive wheel he has ridden to his freakdom.

There is no let up in any industrial branch of the iron industry. And this is mid-summer. What will it be in autumn and during the winter months, when both body and soul are more laboriously inclined!

The question of what to do with the old ditch, historically known as the Erie canal, is again on the tapis. Engineers deem it impracticable to reconstruct the old waterway, and the ship canal project is practically dead. Yet the Empire State regrets to part with the once golden artery of trade and commerce, and it is likely that it will be abandoned to petty local trade. Maybe the steel canal boat system will be extended so as to prolong the usefulness of the dear old ditch.

The fire which visited the plant of the Cleveland Stone Co., at Berea, O., left nothing but the possibility of a grindstone fire sale.

I just perused a German catalogue and found this passage: "Galion, the capital of Ohio, has the greatest carriage industry in the world. Hundreds of complete sets and parts are turned out there every day, and the railroad shipping platforms are always scenes of activity." Thank you, my German friend. Your conception of American magnitude is sounder than the average, even though you are geographically at sea. Galion, the capital of the Ohio carriage world, would just about hit the nail on the head.

A Western specialist of the perforated metal trade exhibits an automaton in the window that occupies his time playing cards with itself, the deck being composed of perforated metal samples cut to the size of regulation playing cards.

The steam laundering business is growing to such extent that many wholesalers have found it profitable to carry laundry machinery in stock.

A Western Hardware dealer specializes but one article at a time, and he continues pushing it until everybody knows what it is. His latest exploitation is a riveter for mending harness and belting. Since pushing it the sales are about 100 a week to shops, and 200 to farmers and country dealers. It's a handy tool, but the people didn't know it. They do now, and appreciate the discovery.

Next to the Philippine cat-and-dog fight and devil's war dance, let's try something more practicable—the creation of a merchant marine. Our fighting navy is big enough for years to come.

In a Western "M. Quad" town two cross roads merchants are at competitive logerheads, and they have come to their wits' ends in catching trade by fair means or foul. As a last resort, one of the contestants had a trap door built in the rear of his storeroom, and woe to the visitor who, "guessed he was going across the way to save a few cents." He was simply confidentially buttonholed, escorted upon the trap door and presto! down he was in the cyclone cellar howling for mercy and offering to pay any price and mortgage his mule to get out. The scheme worked until a customer "squealed" to the sheriff, and the merchant is now revising his trap-door salesmanship in the County lock-up

Digitized by Google

Strangely enough, he stands charged with highway robbery.

Yankee ingenuity is now making waterproofing out of the once despised maize plant. Who will materialize the next equitable substitute for rubber? This invention is the third in the trinity of up-to-date scientific climaxes—the other two being German artificial coal and cotton.

Cleveland, O., Aug., 1899. JOHN B. RINDFLEISCH.

Export Notes.

The Eastwood Wire Co. is about to ship a big lot of valves to Berlin.

Some 5000 cases of enameline stove polish were recently shipped to Liverpool.

The White Mountain Freezer Co. are shipping refrigerators to Adelaide, Australia.

The Lozier Mfg. Co., of Toledo, O., will ship some heavy bicycle machinery to London.

The National Saw Co. last week forwarded several cases of its various specialties to Paris.

The Hart Mfg. Co., of Cleveland, Ohio, shipped sixty screw-cutting machines to Germany.

The Whitman & Barnes Mfg. Co., of this city, shipped 40 cases of its various Hardware specialties to Hamburg.

Dreses, Mueller & Co., of Cincinnati, will ship some of their machine tool specialties to Gothenburg, Sweden.

The J. A. Fay & Egan Co., of Cincinnati, recently shipped $8000 worth of woodworking machinery to Riga, Russia.

The Goodell-Pratt Co., of Greenfield, Mass., is shipping automatic screw drivers, drills and other specialties to Paris.

The Newton Machine Tool Co., of Philadelphia, Pa., recently exported two cases of tools to Schuchardt & Schutte, of Berlin.

The L. S. Starrett Co., of Athol, Mass., will soon ship a large lot of hack saws and other specialties to F. W. Horne, Yokohama.

The Sebastian Lathe Co., of Cincinnati, have exported five cases of machine tools to Tragarth & Co., of Gothenburg, Sweden.

Smith & Mills, of Cincinnati, Ohio, manufacturers of machine tools, intend this week to make an important shipment to Bremen.

McCormick & Co., Limited, of Chicago, last week shipped five carloads of mowers and other agricultural machinery, to Odessa, Russia.

The Pratt & Whitney Co., of Hartford, Conn., will soon ship nine cases of machine tools, including cutting-off lathes, to Antwerp.

The Springfield Machine Tool Co., of Springfield, Ohio, recently shipped seven cases containing lathes to Schuchardt & Schutte, of Berlin.

The Howe Scale Co., of this city, recently shipped two carloads of their scales for use on the Chinese section of the Trans Siberian railroad.

The Van Wagoner & Williams Hardware Co., of Cleveland, Ohio, recently shipped several hundred horseshoers' vices and other specialties to Hamburg.

The Niles Tool Works, of Hamilton, O., recently shipped 40 cases containing various machine tools to the Russian Hartman Engineering Co., of Longavask, South Russia.

The General Electric Co., of Schenectady, N. Y., recently shipped 36 large cases containing dynamos, wire and other electrical appliances to the Compagnie Francaise Thomson-Houston, Orleans, France.

The Armstrong Mfg. Co., of Bridgeport, Conn., expect to ship to Hamburg an important lot of pipe threading and cutting-off machines, also a quantity of stocks and dies and other tools requisite for water, steam and gas fitters.

W. C. Heller & Co., of Montclair, N. J., recently exported to London 2600 steel shelf boxes, which are used in bank vaults. The shipment also included six bank cabinets for filing checks. The English demand for American goods of this description is reported to be increasing daily.

The National Tube Co., of McKeesport, Pa., recently exported 650 tons of iron pipe to England, and about the same quantity to Scotland. Two hundred and fifteen tons went to Palembang, Sumatra; 130 tons to Sydney, Australia; 120 tons to Antwerp, Belgium; 115 tons to Rotterdam, Holland; 90 tons to Tampico, Mexico, and 60 tons to South African ports.

The Brown & Sharpe Mfg. Co., of Providence, has just shipped No. 2 surface grinding machines to I. H. Bachmann, of Bremen, through Knauth, Nachod & Kuhne, of this city. Some No. 3 Universal grinding machines were forwarded to Vanders & Co., of Antwerp. Four gear-cutting machines went to Malicet & Blum, of Paris, and two milling machines were dispatched to the Societe Auto-Cote, of the same city.

Within the last ten days the shipments of wire and wire nails to Australian and Chinese ports have been exceedingly heavy. The American Steel & Wire Co. exported 1350 tons of wire and 250 tons of nails to Sydney. Nearly 1000 tons of wire nails went to Hong Kong. Other recent shipments of the company embrace 880 tons of wire to Brazil, 300 tons to South Africa. 200 tons to Germany and 180 tons to England. One hundred and fifty tons of wire nails were last week forwarded to Scotch and English ports.

Luke Murphy, an old Irishman, approaching 79, claims to be the inventor of the long-handled shears used in trimming trees, and in cutting away moths and other sap destroyers in the spring. Mr. Murphy, in his early days, was a gardener's apprentice in Dublin; later on in London, and when he arrived in America he took up the task of aiding in the care of Greystone, the late Samuel J. Tilden's famous estate. Murphy says that up to fifteen years ago it was the custom for trimmers of trees and vines to climb up in order to do their work. About that time he hit upon the idea of attaching a heavy pair of shears to the end of a long pole, with a stiff wire running from one shear handle to the other end, where it was worked by a projecting lever or arm. With this instrument the ordinary tree can be trimmed from the ground or with the aid of a stepladder in exceptionally high trees. Mr. Murphy, who lives on Seventeenth Street, South Brooklyn, near the Park, may be seen in the proper season, directing the movements of men who handle his lengthy twig cutter. He claims that he uses the original pole and shears fashioned at Greystone, and gives as a reason for not securing a patent on the device, the truthful enough statement that "Patents in this country are not worth the paper they're written on unless you have plenty of money to protect them."—*Brooklyn (N. Y.) Times.*

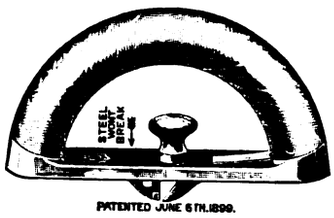
China drew the largest check on the Bank of England of which the bank has any record, in settlement of the Japanese indemnity. It was for £11,008,857, 16s. and 9d.

Digitized by Google

NEW GOODS AND SPECIALTIES.

Improved Sad Iron Handle.

The Colebrookdale Iron Co., Pottstown, Pa., are placing upon the market a new sad iron handle which has a special feature which it is thought by the manufacturer will assist



in making the handle extremely popular. We illustrate the handle herewith, with the improvement indicated in the cut. The stretcher and catch of the handle are made of steel and nicely tinned, and guaranteed against breakage even with ordinary rough usage. They are claimed to be made of the best of material, are perfect in every way and of standard size. With the Mrs. Potts' Irons, now made by this company, these handles will hereafter form part of the equipment.

The Fox All Steel Sash Pulleys.

The Fox Machine Co., Grand Rapids, Mich., are marketing through the Hardware trade the Fox All Steel Sash Pulleys, which are illustrated herewith: The prospective view of the Pulley, Fig. 1, shows that it is made from one piece of steel drawn in shape, having the ends round so that they will fit a hole bored by a 13-16 inch bit. This pulley will fit into an oblong mortise made by a pulley mortising with a 13-16-inch bit, and it has a flange all around the top which gives it a very fine appearance, the same in either mortise, and prevents it from passing through the mortise. The pulley being drawn in a die and the flange drawn at right angles on the top, makes the construction all the more rigid, making it impossible to spring the metal against the wheel and make it bind. In this respect the No. 7 pulley is claimed to be different from anything else in this line that was ever made. All other pulleys have been bent the reverse way, that is, bent over the top and a hole cut out for the wheel; in this pulley it is bent up from the bottom, and a hole is cut in the bottom for a cord to pass through. The cut, Fig. 2, showing the pulley inserted in a block, gives a clear idea of the neat appearance of the pulley as it is shown in a window frame. The small cut is from the No. 9 Pulley which is made with a 1¼ inch wheel, entering an oblong slot or fitting into three holes bored ⅝ inch centers with a 13-16-inch bit. The pulley or wheel is the well known form used in all the Fox



FIG. 1.—FOX STEEL SASH PULLEY NO. 7.



FIG. 2.—NO. 9 PULLEY I FRAME.

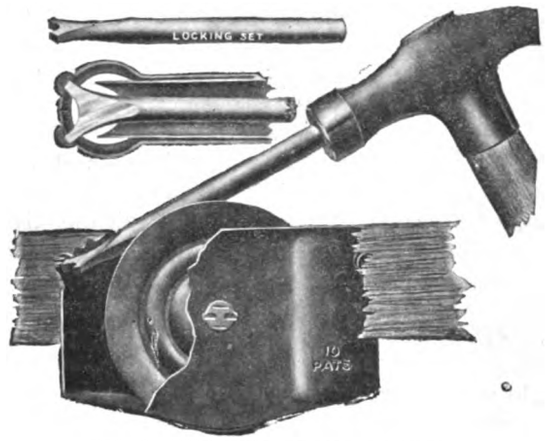
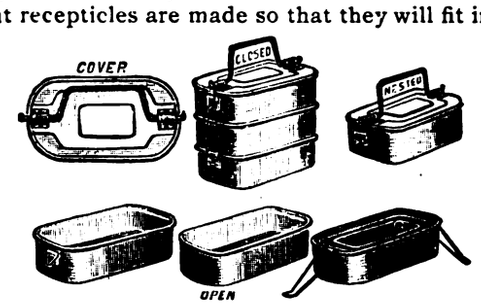


FIG. 3.—THE TWO PRONG LOCKER.

Pulleys, having the double shouldered steel bushing, which in connection with the steel rivet makes a pulley which runs perfectly smooth, without noise, and as near frictionless as possible. The No. 7 may be used in either a straight side or four-holed mortise, while the shell of the shorter pulley, No. 9, may be used in either straight or three-holed mortise. In inserting the Fox Pulleys it is not necessary to use nails or screws. The shell is small and is driven down flush with the top of the jamb; the lock set, which is shown is shown in connection with the sectional view Fig. 3, forces the ears at the end of the shell out into the wood, not only preventing the pulley from being with drawn, but also securing the wood so as to prevent any possibility of its splitting, one stroke of the hammer on each end of the shell securely locking it in place.

Ehle's Nestable Dinner Pail.

F. G. O. Ehle & Co., Buffalo, N. Y., are the manufacturers of the Ehle's Nestable Dinner Pail, shown in its various parts in the illustration which we give in this article. This novelty in the way of a dinner pail is a very complete article and possesses selling merits of a high order. It is made in compartments, in order that each part of the midday meal can be carried separately, free from fermentation and kept in a healthy, fresh and clean condition. The different recepticles are made so that they will fit into each



other from the smallest up, when forming the pail; and when emptied, they nest into each other so as to form the comparatively smaller package shown in the cut, which can be carried in the coat pocket. They can all be locked when filled, so that even if overturned nothing can be disturbed or spilled, the flange of each dish fitting perfectly the dish beneath. All parts can be readily cleaned and kept sweet, as there is no seam to secrete milk or other

Digitized by Google

matter that would sour. It is a very serviceable and useful article for the purpose designed, and the manufacturers will send sample anywhere free of charges on receipt of 60 cents.

Patent Seamless Tea Pot.

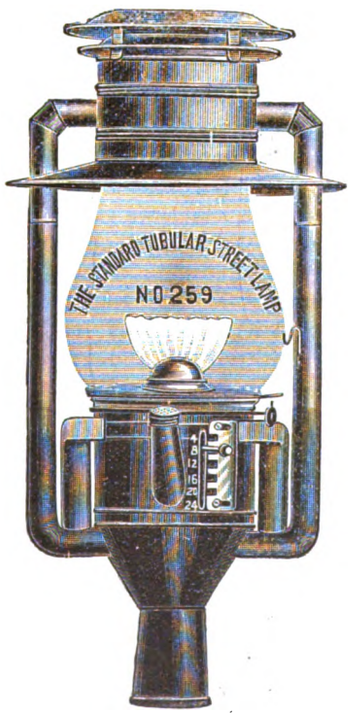
The Lalance & Grosjean Mfg. Co., No. 19 Cliff Street, New York, are offering the trade as an addition to their



extensive line of enameled utensils for household use, a new Seamless Teapot for which they have taken out letters patent. This article, an illustration of which we give herewith, is made entirely of one piece of metal by a new and ingenious process. It will be noticed by reference to the cut they are smaller in diameter at the top than at the bottom; they are finished in agate nickel steel, pearl agate, blue and white and all white enameled ware, and are made in eight sizes including ½, ¾, 1, 1½, 2, 3, 4 and 5 quarts. The covers are furnished either enameled or retinned, as preferred. A coffee pot of corresponding sizes, styles and finishes is also manufactured by this company, under the same patent.

Outside Extinguishing Street Lamps.

The Rochester Lamp Co., No. 38 Park Place are distributing through the trade a new style of Outside Extinguishing Street Lamps having a time regulating burner. They are made of best quality of tin, in two styles, having tops lined with asbestos, and numbered 259 and 260. The No. 259 being provided with a post socket, and the No. 260 having a bail for carrying or hanging, they are both provided with an outside Time Regulator which permits of the flame



being regulated to burn 4, 8, 12, 16 20 or 24 hours, having the indicator on the outside (which is plainly stamped showing the hours it will burn) a feature entirely new and desirable. It is very simple to operate, doing away entirely with any lifting of globe in order to set the indicator. They take a regular flat wick and a No. 3 or 9 globe and burner, globe is held up while trimming by hook on side. The top is lined with asbestos, lessening all danger from fire. The burner supplied with hot air thrown directly on the flame from the top increases the area of illumination and is claimed keeps the oil cool in any weather. The lamps are furnished in green, but may be had if so ordered in maroon or gold. The height of the lamp is 27 inches, and packed one complete lamp in a box.

The Hamilton Clothes Wringer.

The Lovell Mfg. Co., Erie, Pa., are manufacturing the Hamilton Clothes Wringer, which we illustrate herewith,

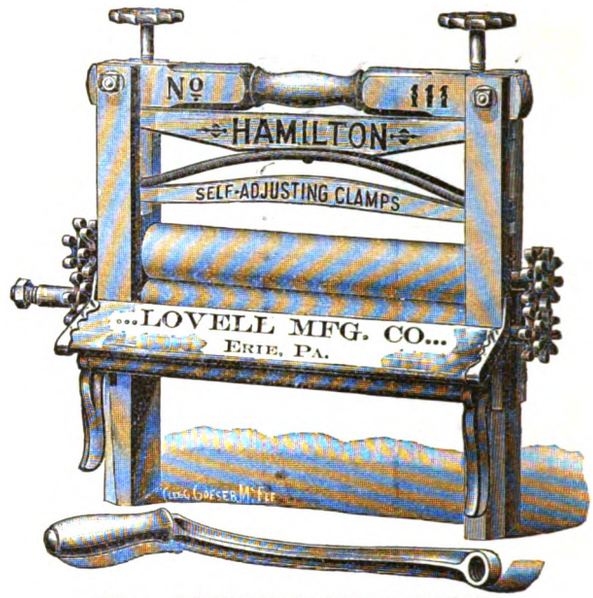
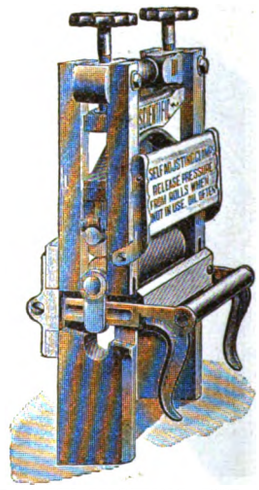


FIG. 1.—HAMILTON CLOTHES WRINGER.

and which possesses patented improvements which will no doubt make its introduction to the trade an easier matter than if it followed only the accepted models usually in stock. Among these features, the method by which the wringer is fastened to the tub is specially noted, as when the wringer is removed from the tub after having been in use the pressure is immediately released. The wringer being fastened in its place by spring pressure much more readily than by the usual thumb screws, it adjusts itself to any thickness upon application. As the rolls are tightened by the same springs, when taken from the tub, relaxation



F.G. 2.—SIDE VIEW SHOWING TUB FASTENINGS.

of strain follows the dropping of the spring. This manner of construction makes the passing of larger articles between the rolls more easily accomplished, and the larger the articles, the more tightly is the grip maintained.

Acme Ball Bearing Casters.

The Acme Ball Bearing Caster Co., No. 463 Greenwich Street, New York, are the manufacturers of the Acme Ball Bearing Casters, the prevailing excellences of which are amply demonstrated in the illustrations which accompany this article, In the Acme Caster there is one large steel

Digitized by Google

surface ball, which is held in the cup socket, and comes in contact with the floor. In Fig. 1 the principle is shown

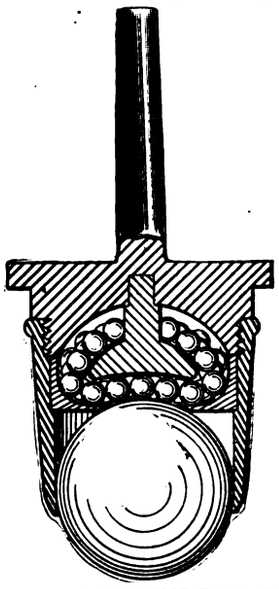


FIG. 1.—SECTIONAL VIEW OF ACME BALL BEARING CASTER.

where the surface ball revolves upon a large number of small anti-friction steel balls that move and are retained within this cup-shaped disc holder. There are sixty of

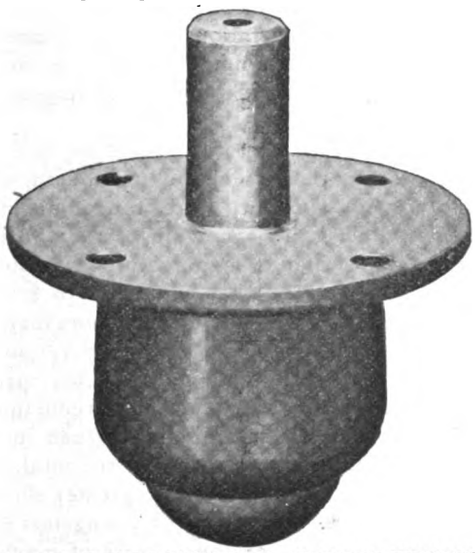


FIG. 2.—CASTER WITH 1-INCH BALL, WITH OR WITHOUT PLATE.

these balls in a one-inch caster, and they automatically interchange with each other, as the large central ball revolves when in contact with the floor. This principle is

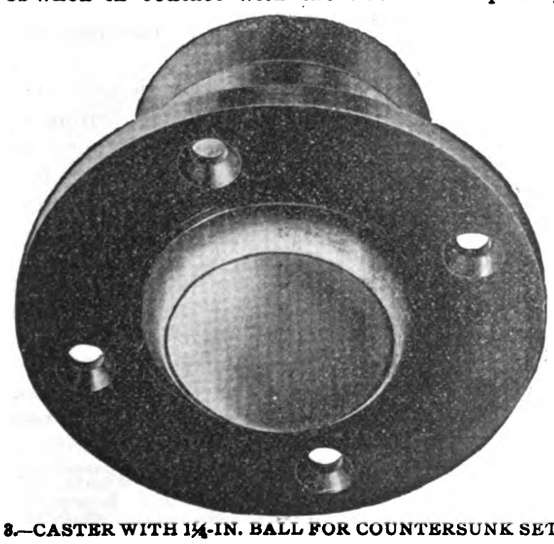


FIG. 3.—CASTER WITH 1¼-IN. BALL FOR COUNTERSUNK SETTING

retained in each size of caster made by this company, and they move freely without clogging or appreciable friction. Regular sizes are made, see Fig. 2, for chairs, bedsteads, bureaus, wardrobes, dining tables, pianos, etc. They also manufacture casters to meet special requirements, such as folding beds, brass bedsteads, sewing machines, etc. Among the important advantages referred to are avoidance of any lateral strain of the furniture using them, the avoidance of all cracking or splitting of chair legs, etc., as heavy objects can easily be moved even by women or children, when they are provided with these appliances, as the weight of the furniture is always upon the center of gravity in the center of the caster. It will be noticed as in Fig. 3 how little is shown of some of the casters when in use, and they can be made with sockets, posts, plates, or central screw, being made in several sizes from a ¾-inch surface ball to a size having a 3 inch surface ball, large enough for a safe.

Some Notable Firsts.

In 1865 Lallemont added cranks and pedals to the dandy horse, converting it into the boneshaker.

The Coventry Machinists Co., of Coventry, is the oldest cycle-making concern in the world, having started about 1867.

In 1868 the rubber tire and the suspension or wire wheel made their appearance. E. A. Cowper was responsible for these.

James Starley, of Coventry, England, added the step to the bicycle. He also made a foot rest for coasting, this taking the place of the leg rest. This was in the late sixties.

In June, 1876, a safety bicycle, driven by levers attached to the back wheel, was brought out. It had but a limited sale and soon dropped out of sight.

Singer's 'Xtraordinary Challenge was invented in 1878. In this machine the front forks sloped backward and had two rocking levers, one on each side of the forks, to which were attached two pedal levers, in turn attached to the cranks, which were fitted to the center of the driving wheel. The pedal levers were extended back to the rear of the front wheel axle, so that the pedals were carried well under the rider. It had a large sale in this country, and was popular as late as 1886.

In 1879 a patent was taken out for the "Bicyclette" by H. J. Lawson. This machine was driven from the back wheel by a chain, and the rider sat low to avoid headers. It was geared up level to the ordinary bicycle, and ordinary bicycle cranks were fitted. Although placed upon the market, it never had a sale, the ordinary and the "'Xtraordinary" still holding the field.

Harrington's cradle spring, once beloved by every cyclist, dates from 1879. All spring saddles were based upon it.

A saddle in which the leather was suspended above the saddle plate was brought out by Lamplugh & Brown, an English firm, in 1878. It was termed the suspension or long distance saddle.

In 1883 the Kangaroo was launched upon the market by Hillman, Herbert & Cooper. It possessed the small wheels of the Facile, with the advantage of being geared, and scored heavily at once. It swept the boards in road races, and at one time looked like a world beater.—*Bicycle World.*

Fajardo, on the east coast of Puerto Rico, has 8779 population, a handsome port, a lighthouse and a custom house. The climate is temperate and healthy.—*Exchange.*

Newark, N. J., contains 32,207 buildings, in which are 55,748 families, 7,991 stores and 1,793 manufacturing concerns.

Digitized by Google

Advertisers' Corner.

A properly constructed advertisement frequently creates a want of which the reader was not previously conscious. How many times does it happen that people in reading advertisements suddenly conclude they want something which they see described, but which they had not previously thought they stood in need of.—*Business Magazine.*

If the copy is right it will do some good, no matter how injudiciously or how expensively it is placed before the public. If the copy is poor and doesn't tell the advertiser's story, it will do practically no good, no matter how extensively or with how much judgment space is bought. I would rather have the cheapest dodgers that told my story thoroughly and well than to have the best space in the best newspapers filled with unattractive, unintelligent and unconvincing talk.—*Bates.*

Advertising that is not backed up with good business management is worse than useless. There is no use getting people into a store unless they can be satisfactorily treated after they get there. Incompetent clerks can spoil the effect of the best advertising in the world. Advertising is a part of the salesmanship of the store. The best salesman behind the counter can do nothing unless advertising of some kind brings buyers to him. Advertising is the "accessory before the fact."—*National Printer Journalist.*

The narrow chasm between success and failure is bridged by effort. Many an advertised article has been on the verge of success only to be dropped at the moment when, by a little more hustling, it could have been made profitable to its exploiter.—*The Advertising Man.*

The first essential in the preparation of good copy is to dig out the advertisable points and state them clearly, honestly and convincingly.—*Printers Ink.*

Display is emphasis. The effect of black type upon the reader is the same as the raising of the voice would be upon a listener. The effective speaker is the one who places emphasis at the proper points. The effective advertiser is the one who places display lines and black type only where they are necessary. What would you think of a speaker who broke into a shout every three or four words? —*Gillam.*

One of the reasons the large stores are patronized so much is that one has perfect liberty of ingress and egress. You can go in and go all over the place looking for what you want, and no one will tag you or burden you with attention. It is their perfect independence that brings their trade. In many places one cannot leave without buying, as from the moment you enter the door you are persecuted with politeness or engulfed with sweetness. People learn to shun a store where they feel they cannot leave without buying. Have your store as free as the outside air to customers. Let them go in and out at pleasure, but be sure they have attention when they want it.—*Merchant's Review.*

A few years ago the trade paper was an innovation. Today, it is a necessity. New conditions create new needs, and the trade paper is one. The merchant requires to know what others are doing, what goods are selling and what are the latest ideas which are being put into practice by his live competitors. Even the town or village store, when conducted on the right lines, is unable to get along without the trade journal, because the day of the catalogues has arrived, and the local merchant is forced to face competition in his own town from big city stores hundreds of miles away. To meet this successfully, he wants to know the newest things, and the cheapest and quickest way is to read a trade paper.—*Dry Goods Review.*

Many persons question whether the enormous advertisements put forth by the big department stores in large cities really pay their cost. If returns are to be measured by actual sales of goods advertised, it may safely be stated that such advertisements rarely pay. Their purpose is to bring people into the store, where other goods displayed and skillful salesmen will do the rest. The item which brought the customer to the store may be only a spool of thread or a cake of soap at half price, but the chances are against the customer leaving the store without making other purchases. The same principle applies to mail-order advertising. The profits from the direct sales of the goods advertised in any advertisement seldom pay its cost. The profit must come from subsequent sales, and this depends upon the skillful following up of the inquiry the advertisement brings.—*Advertising Experience.*

Our Best Export Record of Manufactures.

American manufacturers made their best export record in the fiscal year just ended. Not only were their exportations larger than in any previous year, but for the second time in the history of our foreign commerce they exceeded the value of the imports of manufactures. In the fiscal year 1898, for the first time in the history of the manufactuing export trade, the exportation of manufactures exceeded the importation of manufactures, the total value of exports of manufactures being about 25 per cent. in excess of that of imports of manufactures. In the fiscal year 1899, however, despite the increase in imports of manufactures, the total exportation of manufactures was 30 per cent. greater than the importation of manufactures, being $338,667,794 against $259,570,293 of imports of manufactures.

Prior to the fiscal year 1898, imports of manufactures were always greater than exports of manufactures. From 1888 to 1897 imports of manufactures ranged about $1,000,000 a day, with the single exception of 1894. During all that time the exportation of manufactures was steadily increasing, so that in 1897 they amounted to $277,000,000 against $130,000,000 in 1888, having thus more than doubled in that period. In 1898 they were $290,697,354 and in the year just ended, as already indicated, $338,667,794. It was not until 1898 that through the combined reduction of imports and increase of exports the tide turned in favor of American manfactures and in that year the total exports of manufactures were, for the first time, greater than the imports of manufactures, being $280,897,354, against $230,897,676. In the fiscal year 1898 the exports of manufactures exceeded the imports by $59,799,678, and in 1899 the exports of manufactures exceeded imports of manufactures by $79,097,501.

Imports of manufactures in 1899 were nearly $100,000,000 less than in 1890, while exports of manufactures were nearly $200,000,000 more than in 1890.

Manufactures in 1899 formed a larger percentage of our total exports than in any preceding year. During the last half of the year this was especially true, in some months the exports of manufactures being more than 33 per cent. of the total exports, while for the entire year they were 28 13 per cent. of the total exports, against 26.87 per cent. in 1897, 23 14 per cent. in 1895, 21.14 per cent. in 1894, 19.37 per cent. in 1891, 18.99 per cent. in 1889, 16.69 per cent. in 1883, and 12 48 per cent. in 1880. During the last half of the fiscal year 1899, exports of manufactures averaged fully $30,000,000 per month and during the entire year averaged more than $1,000,000 for each business day.

The following table shows the imports and exports of manufactures in each year from 1890 to 1899:

Year.	Imports of Manufactures.	Exports of Manufactures.
1890	$356,651,040	$151,102,376
1891	303,454,080	168,927,315
1892	329,149,538	158,510,937
1893	368,102,040	158,023,118
1894	237,418,320	183,728,808
1895	305,109,526	183,505,743
1896	333,330,412	228,571,118
1897	304,647,608	277,285,391
1898	230,897,676	290,697,354
1899	259,570,293	338,667,794

Digitized by Google

SOUTH AMERICAN TRADE.

A map of America showing the transportation routes of North, Central, and South America, just issued by the Treasury Bureau of Statistics, gives some interesting data on the relative distance between the commercial centers of the United States and those of other parts of the world via the various exisiting and proposed water routes. It shows especially the routes followed by steamships in the commerce between the eastern and southern ports of the United States and of Central and South America and the western coast of the United States. The contrast between the distances now traversed in commerce of eastern United States with western coasts of America and those which would be made practicable by an isthmian canal is interesting. The fact that the Isthmus of Panama lies almost directly south of the Atlantic Coast ports and that all commerce for the western coasts of South America must now travel eastwardly a distance of over 2,500 miles and again back to the west a like distance before reaching the western coast of South America indicates in some degree the loss of distance and steam power which must be utilized in reaching the western coast of South America, contrasted with that which will be practicable should a water route be opened across the Isthmus. From New York to Valparaiso on the western coast of South America via the Straits of Magellan is shown to be 8,460 miles, while via Colon and Panama it is but 4,572 miles; while from New York to San Francisco via the Straits of Magellan is 13,090 miles, while via Nicaragua it is 4,867. The commerce of the west coast of South America, as shown by the publication of the Bureau of Statistics which this map accompanies, now amounts to over $100,000,000 annually, and of this sum but $15,000,000 is with the United States. The imports of Chili, Peru, Ecuador, and Bolivia amounted in 1897 to over $50,000,000 and of this amount less than $5,000,000 was from the United States. Thus in that part of the commerce in which the United States producers and manufacturers are most interested, the export trade, the United States now obtains less than ten per cent. of the trade of the Pacific Coast of South America.

Regarding the details of the trade of the western coast of South America, the special publication of the Bureau of Statistics relative to the commerce of Central and South America has the following: "Chile, which occupies the Southern half of the western coast of South America, about equals in size the States of California, Oregon, and Washington, the area being 290,829 square miles and the population 3,049,352, or about two-thirds that of New England. Lying largely within the temperate zone, it has developed a greater variety of industries and with greater success than its neighbors lying nearer to the equator. About one half of its population is engaged in agriculture, the wheat product alone being about 28,000,000 bushels, other cereals amounting to about 8,500,000 bushels, besides fruits and vegetables. Sheep and cattle are largely grown, and wool, hides, and leather form the important features of her exports. The most important of the exports, however, is nitrate, the exportation of which is rapidly increasing. The imports in 1897 are given at $23,908,524, of which $10,614,775 was from the United Kingdom, $6,013,230 from Germany, $1,624,485 from the United States, $184,428 from Spain, and $4,474,606 from other countries, thus indicating that the United States has less than seven per cent. of the imports of Chile. The Statesman's Year-Book gives the value of the imports into Chile in 1896 at 30,249,002 pesos, from Great Britain, 20,080,983 from Germany, 6,807,165 from United States (value of peso, 36½ cents). The imports of 1897 included sugar, valued at 5,983,659 pesos; coal, 4,122,918; illuminating oil, 1,458,090; cashmeres, 1,221,918; tea, 1,049,256, and galvanized iron, 1,292,176 pesos. Chile was the first State of South America in the construction of railways. In 1897 the total length of her lines open for traffic was 2,661 miles, of which 1,233 belong to the State. The trans-Andine line, which is expected to connect the Pacific with the Atlantic from Valparaiso, Chile, to Buenos Ayros, Argentina, lacks but forty-six miles of completion. Recent appropriations for completing the tunnels required for this purpose encourage the belief that it will soon be completed and through land transportation thus given between the Pacific and Atlantic at this point.

Peru, which stretches northwardly from Chile, has also an area equivalent to that of California, Oregon, and Washington combined, being 463,747 square miles, and a population slightly greater than that of Texas, being 2,621,000. The imports of Peru in 1897 are given at $8,065,792, of which amount $737,858, or 9.15 per cent. was from the United States, while $3,060,736 was from the United Kingdom, $1,370,880 from Germany, and $585,536 from France. The chief productions are cotton, coffee, and sugar. Cinchona, india rubber, dyes and medicinal plants are also features of the products. The foreign commerce, which is chiefly with Great Britain and Germany, is carried on from several ports, of which the principal are Callao and Mollendo. The 1897 imports are given at 18,004,048 sols (value of sol, 43 4 cents); the chief exports are sugar, silver ore, copper ore, coffee, wool, rubber, cocaine, and coca leaves. Over one-third of the imports into Peru is from Great Britain, one-sixth from Germany, and one-ninth from France. The chief exports from Great Britain to Peru in 1897 were woolens, cottons, iron, wrought and unwrought, and machinery.

Ecuador, which lies directly north of Peru, has an area of 120,000 square miles, about equal to that of Ohio, Indiana, and Illinois combined, and a population of 1,272,000. Although lying directly under the equator, the great elevation of its table-lands gives very considerable variety to its products. Coffee, cacao, rice, sugar, rubber, cabinet woods, chemicals and minerals are its chief products and exports. Its chief imports are cottons and other tissues, provisions, manufactures of iron and steel, clothing, and mineral oil. Fronting as it does only on the Pacific, its distance by water from the eastern part of the United States is very great, and as a consequence its purchases are largely from European countries. The exports from the United States to Ecuador have never reached $1,000,000 annually, the nearest approach being in 1891, when the total was $903,159, though that of 1898 was $855,193. According to the message of the President of Ecuador, delivered in 1898, the imports of 1897 amountud to 18,004,048 sucres (value of sucre in 1897, 47 4 cents; present value, 43 4 cents). British exports to Ecuador in 1897 amounted to $2,000,000, the chief articles being cotton goods, $1,350,000; woolens, $200,000, and iron, wrought and unwrought, $130,000.

Bolivia being entirely an interior country and having no seaport, the official statistics are fragmentary and largely estimates. Imports and exports pass chiefly through Autofagasta, Arica and Mollendo on the Pacific coast, and in smaller quantities through the eastern river ports, Porto

Digitized by Google

Suraz and Villa Bella. The total imports in 1897 are estimated at 24,467,100 bolivianos (value of boliviano, 43 4 cents). The chief imports are provisions, Hardware, spirits; cottons, woolens, silks and clothing, and the chief exports silver, tin, copper, coffee, and rubber. Bolivia has an area of 567,360 square miles, or considerably greater than that of the entire group of Southern States east of the Mississippi River, with a population of 2,019,549, or considerably less than that of North and South Carolina combined.

Current Comment From Our Contemporaries.

The *Age of Steel* has no doubt of the progressive spirit now enlightening the world of commerce and industry and believes that "the fact that iron and steel are entering into the new and rapidly multiplying forms of uses, and that new countries of gigantic areas, such as China, Africa, India and Russian Siberia, are among the added chutes of iron and steel consumption, would seem to plainly pencil the lines of the reasons why iron and steel are potent factors in the progress of the modern man. The larger part of the two hemispheres has yet to be gridironed with iron tracks, while the heavier rail and the larger locomotive, the steel car, and prospectively the iron cross tie, are all in evidence of what is and is yet to be done with iron and steel. Gas and water pipes, telegraph and cable wires, the replacing of the snake fence by thorny wire, the more abundant uses of tin plate, and the wide and rapid adoption of iron and steel in modern structures, from the towering sky scraper to the less pretentious building, all these are among the causes why the consumption of iron and steel is going on apace; and the end is not yet."

The *American Artisan*, referring to the orders already given for the construction of sea-going craft is pleased. "At last it looks as though a much needed national want was to be supplied in the rapid growth of our American merchant marine. Nothing could be more encouraging than this activity of the merchant marine industry. Our manufacturers are exporting their products to every country of the world. All classes of American made goods are in demand. With more ships to carry them to customers, the home industries will derive great benefit and American labor will be fully employed."

The *Bicycling World*, feeling there will be a glut of bicycle lamps on the market, says: "Competition is the life of trade, so the old saw says, but there are two kinds of competition. One is legitimate, governed by common sense rules, and having a balance wheel in the shape of a determination never to step over the danger line. The other is competition run riot, thinking only to sell goods, no matter how or at what price; or, in other words, it is competition that does not deserve the name. It is the kind to steer clear of, to ignore entirely."

Iron & Steel never felt a greater degree of optimism than when they state their belief that "there has scarcely been a time in the history of the West when money for all legitimate purposes was so plentiful as now, and enterprises are expanding and new ones are starting up daily. The entire West is surpassing itself and it is noticeable that business expansion is on a firmer footing than ever before."

The Bulletin of the National Export Association, while dilating upon the importance of the Philadelphia Exposition so near an opening, says: "It is astonishing the number of exhibitions held yearly throughout the world, and it would seem almost impossible that all could succeed financially. Nevertheless, one after the other opens its doors, irrespective of the proximity of any approaching or past exhibition, and manages to come out ahead of expenditures. There has never been an exhibition that has not been promoted by the desire of men in that particular locality, or manufacturing concerns to better their own individual conditions. This does not except even the Columbian Exposition or the coming Paris Exposition of 1900. While both receive universal support, those principally recompensed are the promoters."

Michigan Tradesman, pleased at the fact that our locomotives are in great demand abroad, argues that "It has developed by this discussion as to relative merits that foreign makers of engines make no two locomotives exactly alike, or upon a fixed system or pattern; whereas the American builders are constantly making the separate parts of the engines upon models, so that they can supply any missing or damaged part, and, by keeping supplies of the various component parts of the machine in stock, are able to fill orders promptly, as it is only necessary for machinists to assemble the parts, instead of having to construct each separate engine after it is ordered.

Stoves & Hardware Reporter, having in view some loud talk about the manufacturers, heard recentiy in Detroit, says: "Where the rise in prices is legitimate, the jobber should not object to it, because such objection soon reacts detrimentally upon the jobbers who practice it, for by selling an inferior grade of merchandise they destroy their own business and reputation. Where jobbers have pursued such a line of conduct they have been the means of compelling the manufacturers in self-defense to sell direct to the customer. In this way the jobber cuts off his nose to spite his face and thwarts himself in the object he was striving to attain. It is never a good plan to go against the laws of reason and common sense, for if you do, the chances are that you will come out the loser."

The Wheel, in arguing the desirability of deciding to handle only high-grade wheels, says: "A season's wear often tells the tale that should decide every dealer in favor of selling the very best quality that the financial condition of the customer will warrant. A first-class machine with apparently everlasting life may hurt the repair-shop end of the business somewhat. There are many times when none but a medium-priced machine should be sold. But use care. Remember that a machine that reposes in the wood-shed after a season or season and a half is no good to anybody—not even to its manufacturer."

Forty Horseshoes in an Hour.

The recent publication in the Victorian papers that a blacksmith named John Kirk, of Colac, had established a record by making thirty-six horseshoes, with one assistant, within an hour, aroused one Jack Lancaster, a sturdy shoeing smith residing at Singleton, in New South Wales, to make an attempt to beat the record so established. Accordingly, the other morning, he and a striker named E. Winsor set about the task, and they not only lowered the Victorian record, but turned out forty shoes in fifty-eight and three-quarter minutes. The sizes were 12½x½x7-16—the usual size. The quickest time for a single set was five and one-half minutes. A committee of townsmen superintended the trial. Mr. Lancaster now claims the colonial championship, which he appears to have fairly earned.—*Exchange.*

The city of Mexico is to have a department store. A number of Mexican capitalists have formed a syndicate with a capital of $1,000,000, with the intention of conducting a modern department store, carrying every conceivable article of merchandise of the highest quality. The enterprise, which is to be known as the Centro-Mercantile, will have its home in a magnificent structure erected at a cost of $2,000,000 by an American architect. The building is equipped with three electric elevators and an electric-light plant.

Digitized by Google

The Illinois Retail Hardware Dealers' Association.

The Illinois Retail Hardware dealers have at last been able to organize a State Association, the opening session for the purpose being held at Schoenhofen's Hall, at Milwaukee and Ashland Avenues, Chicago, on the afternoon of the 16th inst. with a representation of about sixty present.

The meeting was called to order by President D. McLaughlin of the Chicago Retail Hardware Dealers' Association, who made the address of welcome.

The committee appointed to take the necessary measures to form an association, consisting of E. Goettsche and Fred. Kurtz, of Chicago, were called on for a report of the steps taken to awaken an interest among the dealers throughout the State. Mr. Goettsche made an interesting statement, showing the great amount of work which the committee had accomplished and the extensive correspondence they had conducted.

On motion of N. B Costello, of Chicago, the following were elected temporary officers of the convention: D. McLaughlin, of Chicago, chairman, and Otto L. Schulte, of Freeport, secretary.

After some discussion, on motion of E. A. Lott, of Chicago, the convention proceeded to elect a committee to draft a constitution and by-laws, the following list being chosen: L. M. Reeves, of Peoria, F. E. Bonney, of Paxton, Otto L. Schulte, of Freeport, and Geo. A. Engelhardt and E. R. Schlick, of Chicago.

A Committee on Entertainment, consisting of Theodor Krueger and Anthony J. Engelhardt of Chicago, had been appointed previously by the Chicago association, but the three following names were added by the convention: A. E. Lott, L. Rosenberg ann W. B. Costello, all of Chicago.

On Thursday, Chairman Reeves, of the Committee on Constitution and By-Laws, presented the committee's report, in which but few alterations were made by the convention.

The Committee on Nominations subsequently reported the following list: For President, Z. T. Miller, of Bloomington; vice-president, Dennis McLaughlin, of Chicago; secretary, Lewis M. Reeves, of Peoria; treasurer, Theodor Krueger, of Chicago; other members of the Executive Committee, D. D. Velde, of Pekin; Geo. Engelhardt, of Chicago; O. L. Schulte, of Freeport, S. A. Crissey, of Marengo, and Ehler Goettsche, of Chicago.

The Convention unanimously elected the entire list named.

An address was made by F. E. Bonney, of Paxton, on the subject of systematic organization, which was well received. He was followed by Mr. Bittel, of Peoria, with a few remarks. Daniel Stern, of the *American Artisan*, then read an able and interesting paper entitled the "Present Opportunity."

A letter was read from F. S. Kretsinger, president of the Iowa Farming Tool Co., Fort Madison, Iowa, calling attention to the fact that catalogue houses are of two kinds, one furnishing catalogues with prices to consumers and the other soliciting the trade exclusively of retail merchants who are seeking the cheaper class of goods. He asked for an expression of opinion upon the propriety of manufacturers selling to the latter class of catalogue houses. A committee composed of W. J. Krueger and E. A. Lott, of Chicago, and Wm, Bittel, of Peoria, was appointed to consider this question and report to the convention.

This was replied to by the committee on Friday in which they stated that:

"Catalogue houses who solicit the retail trade are no advertisement for the manufacturer, for the reason that the retail merchant buying from their class looks for bargains only, as unless he can buy for less money from them than from his regular jobber he will certainly give the legitimate dealer the preference."

Peoria was selected as the place for the next convention. The sentiment of the convention was largely in favor of the organization of a National Retail Hardware Dealers Convention.

After several resolutions of thanks were passed on all who had aided in the efforts towards organization—the convention adjourned.

REVIEW OF THE MARKETS.

Hardware: Reports are being received from all the business centres indicating a very decided impetus being given to fall trade, the fear being prevalent among a great many dealers, that unless orders are given quite early, some difficulty may arise to prevent their receiving the goods in time. The salesmen already on the road, are meeting with ample success, and the constantly changing prices with an upward movement, does not lessen the demand for Hardware to any extent. There is every indication of a very large trade being done this fall, and it is the natural desire on the part of dealers to see that they are able to get their fair proportion.

Wire Nails: The trade in wire nails has not been of a character to make necessary any change in the prices that have been ruling in the wire nail market for the last month, the market being still held at the same rate named in our previous issue.

To jobbers in carload lots	$2.50
" in less than carload lots	2.52½
To retailers in carload lots	2.65
" in less than carload lots	2.75

Terms: 30 days from date of invoice, net cash, f. o. b. Pittsburg.

New York prices are represented by the following:

To retailers, carloads on dock	$2.80
" less than carloads on dock	2.95
Small lots from store	3 05

Cut Nails: There has only been a fair business done in cut nails since our last report, and the market is still held at the advanced prices made a month ago, which we quote as follows, f. o. b. Pittsburg, 30 days, net, freight being added to make a net price delivered at destination:

To jobbers in carload lots	$2.15
To " in less than carload lots	2 20
To retailers in carload lots	2 25
To " in less than carload lots	2.40

New York business is moving under the prices, named as follows:

Carload lots on dock	$2 30
Small lots from store	$2.55

Barb Wire: The market for barbed wire is by no means brisk for domestic requirements, although the export trade is still fairly active. Prices noted in our previous issue still hold the market and are well sustained. We quote as follows, f. o. b. Pittsburg, net cash, 30 days:

To jobbers in carload lots, Painted	$2.60
" " Galvanized	3.10
" in less than carload lots, Painted	2.62½
" " " " " Galvanized	3.12½
To retailers in carload lots, Painted	2 75
" " Galvanized	3.25
" in less than carload lots, Painted	2 85
" " " " " Galvanized	3.35

Smooth Wire: Smooth wire prices remain as previously quoted, the demand being unusually large, and difficulty in obtaining a full supply is commented upon by many manufacturers to whom this article is a raw material. We quote as follows, f. o. b. Pittsburg, 30 days net:

To jobbers in carload lots	$2 35
To " in less than carload lots	2.37½
To retailers in carload lots	2 50
To " in less than carload lots	2.60

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Russell & Erwin Mfg. Co.: Russell & Erwin Mfg. Co., New Britain, Conn., and New York, have issued price list No. 2, consisting of ninety-seven pages, to apply to catalogue No. 9, 1899. It contains a number of new lists.

Lane Bros. Co.: In our recent issue, in giving the latest quotations on the products of Lane Bros. Co., we inadvertently stated that John H. Graham & Co. were their agents, As this arrangement ended over a year ago, it was a very careless statement to make, and we hereby make amends.

Blake & Johnson, Waterbury, Conn. Under date of August 15th, announce that on account of the continued increase in the cost of labor and materials used in the con-

Digitized by Google

struction of their machinery, they withdraw all quotations, but are prepared to submit new figures on request.

John Chatillon & Sons, No. 85 to 93 Cliff Street, New York, announce under date of August 1st the following changes in discounts on goods of their manufacture shown in their regular catalogue.

	Discount.
Light spring balances, Class A	40&10%
Straight spring balances, " A1 and A2	40%
Ice balances, " B	50%
Circular balances " C	50%
Large dial balances, " D	30%
Scale beams, No. 1.	30%
Scale beams, No. 2.	40%
Foster Bros'. cleavers steels and knives	30%

Pumps: Under date of August 1st, the Associated Manufacturers of Pumps agreed upon the following discounts to apply to this product:

	Discount per cent.
Pitcher spout, iron	75
" " brass lined and porcelain lined	70
Cistern pumps	60
" " brass cylinder and brass	50

Wire Picture Cord: Wire picture cord, having full length as marked, and full number of strands, has advanced in price, and is now quoted at 70 to 70&10 per cent. discount.

Tower & Lyon, No. 95 Chambers Street, New York. Under date of August 15, the following revised and trade discounts on goods of their manufacture have been made to apply to their catalogue No. 10 special:

Planes, Chaplin's block, 15, 18, 16, 19, 20, 30, 25, 35	60%
" " smooth face	60%
" " corrugated face	60%
Screw drivers, Champion and Cabinet	40%
" " " Machinist	40%
" " Pet	40%
" " Champion sets	40%
" " Baisleys' pat	33⅓%
" " Magazine	25%
Expansive bits. Improved Clark pattern	50%
" " Cutters only	50%
Whitney's drills	30%
Handy bit box	25%
Triangle and protractor, Belcher's patent	40%
Callipers and dividers, Wright's	33⅓%
Pencil attachments.	40%
Square attachments, Devoe's	25%
Plumb bobs, brass	25%
Trammel points, brass	25%
Butt gauge, Wright's	25%
Unique pocket levels	25%
Plumbs and levels, Wood's extension	25%
" " " Stratton pattern	25%
" " " machinist	25%
Nail pullers, Cyclops	35%
Snip shears, Hayden's.	40%
Tack pullers, "	40%
Wrenches, engineers	40%
" " with pipe cutter	40%
Pipe vise, Wright's	40%
Wrenches, Boardman's.	33⅓%
" Gem	33⅓%
Billing's combination plyers	30%
Wrenches, B. & S., pocket 4 inch	35%
" " " 5 and 6 inch	30%
" bicycle, Club	40%
" " Superior	40%
" " Feather-weight	40%
" " Protection	40%
" Perfection, wagon	40%
" Baxter "S."	55%
Capping tools	30%
Miner's candlesticks	30%
Ticket punches	50%
Kraeuter's tools, D	50%
" " E	50%
" " F	50%
" " G	50%
Vises, Stephen's, above 2 inch	33⅓%
" " jewelers', 2 inch	25%
" " attachments	20%
Hand lamps, malleable	40%
Oilers, "	50%
Hand-cuffs and leg irons, double lock	25%
Leg irons with ball and chain	25%
Hand cuffs and leg irons, detective	25%
" " Bean's	25%
Leininger's shackels	15%
Police nippers and twisters	25%
" clubs, Bean's	25%
" " Nelson's	25%
" Boston billets	25%
" cords and tassels	25%
" belts	25%
" clubs and billets	25%
" wreaths and numbers	25%
" buttons	25%
Humane restraints	10%
Straight jackets or camisoles	10%
Police calls, Duplex	25%
" " Municipal	25%
" " Bean's	25%
" " Unique	25%
Metal whistles	30%
Rubber pistol pockets	60%
Prison pails	10%
Padlocks, charm	40%
" dog collar	40%
" bicycle	40%
Lock trouser guards	40%
Padlocks, Brown's, brass	25%
" " chain	25%
" Scandinavian, Nos 135 to 1400	25%
" " " 146 to 158	25%
Night latches	33⅓%
Dark lanterns, No. 1 and 2	25%
" " police	25%
Lamps and lanterns	25%
Martin's liquid fish glue	40%
" belting cement	40%
Standard glue	40%
Mystic glue and cement	40%

Terms 30 days or 2% discount for cash within 10 days from date.

E. C. Stearns & Co., Syracuse, New York, under date of July 1, have issued the following revised discount sheet, applying to their 1896 catalogue. Terms, 30 days:

	Discount or net prices.
No. 5 Stearns steel single track hanger	30&20 %
No. 101 Improved Warner single track hanger	50%
No. 1 and No. 2 Warner hanger	40%
Gem hanger	60%
Royal hanger	60%
No. 50 hanger	60%
Challenge hanger	60%
Stearns sheaves	60%
Hatfield "	75&10%
Barn door lock, No. 60	33⅓%
" " " No. 80	40%
Sash balances, Vanderbilt	30%
Wire cloth	
Stuart Window screen frames No. 2	25&10%
" " " " No. 3	25&10%
" " " " No. 6	25&10%
" " " " No. 7	25&10%
Gem " " " No. 25 per dozen	$1.75
" " " " No. 30 "	$1.80
" " " " No. 35 "	$1.85
" " " " No. 40 "	$1 90
" " " " No. 45 "	$2.00
" " " " No. 50 "	$2 10
Stuart door " " " No. 22	25&10%
" " " " No 24	25&10%
" " " " No. 26	25&10%
" " " " No. 28	25&10%
" " " " No. 30	25&10%
No oB Corner Irons	50%
No. ooB " "	50%
No. oA " "	50&10%
No. ooA " "	50&10%
Spring hinges, No. 45	75%
" " No. 51	75%
" " No 52	75%
" " No. 10	
" " No. 35	
Double acting spring hinges	70%
Stearns ball bearing lawn mower	60%
McGuire star thimble	50&10%
" " register.	50&10%
" ceiling plate	50&10%
" register plate	50&10%
Breast strap slides, No. 1 (bulk)	75%
" " " No 2 "	75%
" " " No. 3 "	75%
" " " No. 1 (boxed)	70&10%
" " " No. 2 "	70&10%
" " " No. 3 "	70&10%
Sink legs	50%
" brackets	50%
Slop hoppers	60%
Plumber's square sinks	50%
Oil and molasses gates.	50%
No. 100 Stearns faucets	50%
No. 200 " "	50&10%
No. 300 Matchless "	60&10%
No. 400 Gem "	70%
Fibre head mallets	30&10%
" " chisel handles, No 1	50&10%
" " " " No. 2	60&10%
" " " " No. 3	65&10%
Saw vises, silent, No. 10	40&5%
" " " No. 33	30&7½%
" " " No. 1, Wentworth pattern	30&7½%
" " " No 2, " "	30&7½%
" " " No. 3, " "	30&7½%
" " No o	55%
" " No. 1	40%
" " No. 2	40%
" " No. 3	60&7½%
" " No. 4	66⅔%
" " No. 5	70
Bench vises	60%
" Little giant	30&10%
" drill	30%
" hook	40%
2-inch common quilt frame clamps	50%
2½-inch " " " "	50&10%
Malleable screw clamps, 3 inch	75%
" " " 4 "	75%
" " " 5 "	75%
" " " 6 "	75%
" " " 7 "	75%
" " " 8 "	75%
" " " 9 "	75%
" " 10 "	75%
Cabinet clamps	30&10%
Corner "	25%
Adjustable clamps.	30%
Steel bar carpenter clamps	33⅓
Tire bolt clamps	25%
Door frame clamps, 3 feet.	40%
" " " 4 feet	40%
Spoke shaves, No. 1	30&10
" " No. 2	30&10%
" " No. 3 to No. 10 inclusive	40&10%
Coopers' " No. 11	20%
Box scraper	20%
Dowel pointers	20&10%
Spoke " No. 0	25%
" " No. 1	25%
" " No. 1½	25%
" " No. 2	25%
Hollow augers, No. 0	20%
" " No. 1	20%
" " No. 2	20%
" " No. 3	33⅓%
" " No. 4	50&10&5%
" " No. 50	25%
" " No. 6	10%
Taper "	25%
Fore "	25%
Caster bit	30%
Blacksmith tongs	20%
Peace tenoning machine	30&10%
No. 3 Bicycle stand	50&10%
No 2 " "	50%
Feed boxes	60&10%

Digitized by Google

Hay racks	60&10%
Iron top for hitching post	25%
Hitching rings	25%
" bar	25%
Basin cess pool	25%
Stable gutter and cover	25%
Stall post	25%
" guards	25%
No 100 Chest handles	45&5%
No. 115 " "	50&15%
No. 120 " "	60&12½%
No. 130 " "	70%
No. 77 Trap door rings	50&10%
No. 88 " " "	50&10%
No. 99 " " "	50&10%
No. 37 Harness hooks	40&10%
No. 38 " "	40&10%
No. 47 " "	50&5%
No. 17 " "	50&10%
No. 18 " "	50&10%
No. 21 " "	40&10%
No. 22 " "	50&10%
No. 26 Door pulls	50%
No. 27 " "	50%
No 28 " "	50%
No. 30 Quilt frame clamp ball and socket head screw	60%
No 40 " " " " " " " "	60%
No. 50 " " " " " " " "	60%
No. 55 Foot scrapers	50&10%
No. 66 " "	50&10%
No. 22 " "	50&10%
No. 33 " "	45%
No. 44 " "	50&10%
No. 111 Hand rail brackets	70%
No. 112 " " "	70%
No. 53 Plumb bobs	66⅔%
No. 63 " "	66⅔%
No. 73 " "	70&10%
No. 83 " "	70%
Hardwood adjustable screen, No. 1	60%
" " " No. 2	60%
" " " No. 3	60%
" " " No 4	60%
" " " No. 5	60%
" " " No. 6	60%
Stearns wood bar carpenters' clamp	25%
Dictionary holder, dull black finish	30&10%
" " old copper	10%
No. 4 Bicycle stand	40&10&10%
No. 5 " rack	40%
No 6 " stand, automatic locking	20%
No. 7 " " "	20%
Oval slide bench vices	30&10%
No. 2 Green bone cutters	40%
No. 4 " " " with wheel	40%
No. 4 " " " with crank	40%
No 6 " " " no legs	40%
No. 6 " " " with legs	40%
No. 3 " " "	40&10%
Stearns grit and shell crusher	10%
Stearns clover cutters	10%
Stearns steel wagon jacks	
Stearns Countersinks	

Union Metallic Cartridge Co., No. 313 Broadway. Under date of August 15th, the following revised trade discounts have been received by us, having reference to the extensive products of this well-known company:

Rim fire cartridges	50%
" shot cartridges	50&5&10%
Central fire cartridges	25%
" " shot cartridges	25&5&10%
" " cartridges, military and sporting sizes	15&5%
" " shot cartridges, military and sporting sizes	15&5&10%
Rim " cartridges, military sizes	15&5%
Blank cartridges, 22 short R. F., $1.50 per M	10&5%
" " 32 " " 2.75 "	10&5%
" " 32 S. & W. C. F. 5.50 "	10&5%
38 " " 7 00 "	10&5%
Other blank cartridges 10% less than ball cartridges	
Bullets and primed shells	15&5&5%
Brass shot shells, Club, Rival and Climax brands, 10 and 12 gauge	65&5%
" " " first quality, all gauges	60&5%
Paper " " New Club, New Rival and Climax brands, 10 and 12 gauge	33⅓&5%
Same brands, 14, 16 and 20 gauge	20&10&5%
Paper shot shells, Primrose Club, Blue Rival and Yellow Rival, 10, 12, 16 and 20 gauge	20%
" " " Nitro, Repeater and Defiance, 10 12, 14, 16 and 20 gauge	15%
" " " Nitro brand, 24 and 28 gauge	15%
" " " High Base, Repeater, ¼ in. base, and Defiance, con. base, 10, 12, 16 and 20 gauge	15%
" " " Smokeless, Leader and New Rapid, 10, 12, 16 and 20 gauge	33⅓&10&5
" " " Acme, Leader, ¼ in. base, New Rapid, con. base, 10, 12 and 16 gauge	33⅓&10&5
" " " Trap and Metal Lined brands, 10, 12, 16 and 20 gauge	33⅓&10&5
" " " Trap, 8 gauge	25&10&5
" " " First grade, 4 gauge	25&10&5
Wads, all kinds	20&5
Bullet breech caps, swaged ball...$1.75 per M	25&10&5
Conical ball " " " 2.00 "	5%
Primers, all kinds with anvil, quarter boxes...$1.20 per M	10%
Same, Nos. 1 and 2, tenth boxes 1.25 "	10¢
Berdan primers, Nos. 1, 1½ and 2 1.00 "	5%
B. L. caps for Sturtevant shells, 1.00 "	5%
G. D percussion caps .35 "	
F. C. trimmed edge percussion caps, C. F .40 "	
U. M. C. ground " " " heavy C. F. .50 "	
Musket caps, waterproof, tenth tin boxes .60 "	
Loaded shells, New Club and New Rival, black powder	40&5%
" " Smokeless, Acme, Leader, Trap and Metal lined nitro powder	40&10&10&5%

Steel Goods, Forks, Hoes, Etc.: The associated manufacturers of steel goods, under which head are classed the farm and garden tools sold to the Hardware trade, have under date of August 1st, issued entirely new price lists, in which under special groups all their different lines of goods are classified, each in a special grouping of its own, which they have numbered from group No. 1 to group No. 26, each group having a scale of discounts applying to that division. The heavy goods such as coal, coke, beet and other heavy forks, have a special list, in which the different divisions have special discounts also. It would seem as though it would be an extremely difficult matter for the average retail dealer to to find any particular discount, as they number about 50 in all, covering this one line of manufactures. For lack of space we are unable to give the matter in full as it would take several pages of our paper, and would advise the dealer sending for the same, to the manufacturer whose goods he sells, if he would keep up to date.

Files: At a meeting of the File Manufacturers' Association of the United States held this day at the Astor House, New York, it was voted that an advance of ten (10) per cent. in all prices of files and rasps, be adopted to take effect at once.

The continued scarcity of raw material and great increase in cost of same and the unsatisfactory prospect of improvement in this respect, should impress the trade with the fact that a wise business policy calls for the realization of this advance on stocks in their hands, rather than to part with them at concessions in price, when the ability to replace them is uncertain.

THE FILE MANUFACTURERS' ASSOCIATION OF THE UNITED STATES,

August 23, 1899. ELIAS G. HELLER, President.

Linseed Oil: Dean Linseed Oil Co., under date of August 21st, quote as follows:

In lots of less than 5 barrels..... 41 cents per gallon.
In lots of 5 barrels or more ..... 40 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 60 cents per gallon.

THE BOSTON TRADE.

The volume of trade during the past two months certainly indicates that we shall have a Fall business that will exceed anything we have known within the past decade.

Although there is some fear expressed by a few members of the trade that the recent advances will curtail purchases, yet there are many others who have sufficient confidence in the present condition of business and are placing orders for such goods as their legitimate trade may demand for the next two months. We believe this is a wise move as everything points to a scarcity of all lines of Hardware and it will not be so much the price of an article as it will be whether it can be had.

The manufacturers are daily writing that orders placed early in the season will be delayed and in explanation say, that this is due entirely to the crowded condition of the factories, coupled with the fact that there is much difficulty in obtaining raw material from the producer.

Orders for seasonable goods are being placed with more willingness than usual and such goods as axes, handles, snow shovels, etc., are meeting with ready sales notwithstanding the advanced prices.

Collections are not what they should be, but with the close of vacation season we believe that this department will receive more attention. FRYE, PHIPPS & CO.

THE ALBANY TRADE.

A general observation of the Hardware markets at the present time would show that many of the leading products which are prominent in our industry are 100 per cent. higher than they were a year ago. But the changes in price have been so gradual, and stocks have been so favorable, as early orders were readily obtainable, the retail prices do not in many instances indicate the state of the trade. This will be more forcibly shown as the year advances, as it is a hard proposition to change everything in a large hardware stock and bring it up to date. The great advance in price of raw materials, particularly pig-iron, pig-tin, ingot-copper and other base metals that enter into the manufacture of Hardware, show more noticably on

Digitized by Google

goods that are nearest to the raw material, and in which labor is only a small percentage of the cost. Prices will evidently trend upward for some time to come: as by comparison they are not as high as they were ten years ago, but doubtless the record may yet be reached if changes keep on the upward trend under prevailing demand.

Orders are coming in in a very encouraging manner. Sales compared with those of a year ago show remarkable increase in volume. The travelers looking for early specifications find greater freedom in ordering among the retailers, the fear prevailing that the predicted famine in raw material will make leading goods scarce, and possibly difficult to obtain if order is deferred until the usual dating of previous seasons. We anticipate the largest fall business in the history of the house, and are making preparations to supply the demand and give prompt shipments.

ALBANY HARDWARE & IRON CO.

THE PHILADELPHIA TRADE.

Mid-summer has now passed, and trade is entering upon its Fall season on a much higher plane of prices than has been seen for some years. With very few exceptions, however, these high values do not seem to limit the consumption—on the contrary, it is difficult in some lines to furnish goods to meet the demand.

The new prices meet with very little objection, as jobbers and dealers alike recognize the fact that they are necessary, and the advanced figures are cheerfully paid. The rise in values does not seem, by any means, to be at an end, and change sheets of prices are being sent out almost daily, until there are very few articles in the hardware line which have not felt the advance in value.

Dealers, wholesale and retail, alike, who, for years past, have been complaining of a decline in their stocks, now have an opportunity of regaining some of their losses and it is hoped that the end of this year will see many houses in much better financial shape than ever before. Of course, to accomplish this, prudent management is necessary, and it must be constantly borne in mind that goods must be sold at present prices in order to give the dealer an opportunity of replacing the stock. As has been well said, a dealer who sells out his stock below market prices, and then attempts to replace his stock (as he must, if he wishes to continue in business), will find he has netted a loss unless he has gotten full value for his goods.

Collections are somewhat better and all indications point to a healthful trade during the Fall with the prospect of still further advances on many of the lines which, so far, have advanced but moderately. BIDDLE HARDWARE CO.

THE BIRMINGHAM TRADE.

We are glad to report that business continues good and the prospects are that the demand for all supplies in our line will be active. We have many new people coming into this community and the demand for residences is more than the supply and in consequence the holders of property are increasing the rents, but this does not check the influx. The architects and contractors have had all they can do, and notwithstanding the fact that many new houses have been built, there is not enough to supply the demand, and the result will doubtless be that many will have to seek residences in the adjacent suburbs which are reached by the car lines. The mines are running full time, also the furnaces. From what we can learn, the demand for pig iron continues active and orders are being placed for deliveries for the latter half of 1900, which indicates that we need not look for any decline in prices in the near future. Some old contracts are not yet completed and while these last, we need not expect to see the limit of prices reached for the manufactured articles and we expect that in many lines there will be still further advances.

MOORE & HANDLEY HARDWARE CO.

THE PITTSBURG TRADE.

Since travelers started out for the Fall campaign, business has been very active; orders come in in larger quantities than usual and are much easier to get.

Prosperity which for months has been so noticeable in the cities, has now reached back into the small country towns, and these people are more ready to buy than they were during the Spring months.

The amount of business done this month exceeds the same month last year by fifty to seventy-five per cent., part of which, of course, is due to the increased prices, but the tonnage of goods moved is also much larger.

The policy of the Nail & Wire Company to handle their goods through jobbers throws a good deal more tonnage into their hands, but at the same time increases the expense of handling and shipping to a considerable extent.

The building interests in Pittsburg are very active, and real estate, which usually is among the last things to improve, is already feeling the effects of prosperity, and many homes are being built of the better class.

Although it is true that no man around Pittsburg need be idle under present conditions, there is one class of employes who have felt the change in business arrangements to their disadvantage. These are the higher class of office men and travelers, who have been displaced by the consolidations lately effected, and find it difficult to secure places fitted for their capacity, but in all readjustments ofbusiness such as are now going on, something of this kind must be expected, which is hard on individual cases.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Perhaps never were vacations more necessary for our busy managers than this year. They have had a hustling time of it so far, and a rest will be better appreciated than usual, for prosperity brings contentment at such times.

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

OILERS.

"PERFECT" 25c. "GEM" 5c.

"LEADER" 10c. "STAR" 10c.

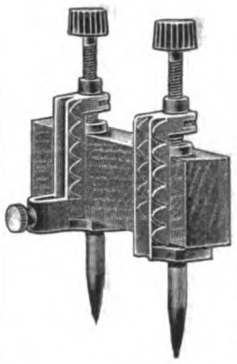
We make oilers for almost the entire trade The quality of our oilers is unequalled.

CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N. Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.



TRAMMEL POINTS.

These new Trammel Points are so constructed that they can be attached to one side of any straight stick, without exact regard to its size, and are thus quickly adjusted for use.

The peculiar form of the socket makes it possible to use an ordinary-sized pencil, or a full-sized oval-shaped Carpenters' pencil.

No. 4. Nickel-plated, with Steel Points..per pair, $0 75

Our letter will be very short this time owing to the absence of your regular correspondent.

The scarcity of goods in some lines during the spring had its effect on the dealers. and they have been hurrying forward their Fall goods for some time. That many shipments will be delayed seems certain, and a scarcity felt in some lines. Axes, no doubt, will be the cause of much trouble in filling orders.

There is little or no complaint about prices, the trade accepting all advances as of necessity. The outlook for a brisk and steady trade is very good.

THE LOCKWOOD–TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

We are having very hot and dry weather in this part of the country, but most of the corn is far enough advanced to not be seriously affected. The corn crop is going to be a record breaker. There is corn on the hills and corn on the bottom and corn everywhere.

Trade is very brisk for August, and with some of our force on their vacations those at home are kept on the jump. We cannot help thinking that some manufacturers are not playing fair with their customers. When an order cannot be filled within eight or ten months on account of not being able to get raw material, and factories running right along full time, and in some instances ten hours a day, we know that old contracts are being held up. There is no doubt but what they are getting material or they would be obliged to shut down the factories; but when they continue to run from day to day they are making goods and someone gets them, and it is dollars to doughnuts that it is the fellow who is paying the high prices. We had a letter last week from a large manufacturer saying that if we would accept half of our contract they would go on the market and buy iron at the present price and make up the stock and ship in a few days. The American Steel & Wire Co. are getting slow with their orders. Especially is this true on wire and nails. It would seem that they could keep up on orders now as the demand for fencing wire has dropped off very materially. Prices remain firm and some very sharp advances have taken place since our last report. Rope has gone up with a bound and the indications are for still higher prices.

THE SMITH BROS. HARDWARE CO.

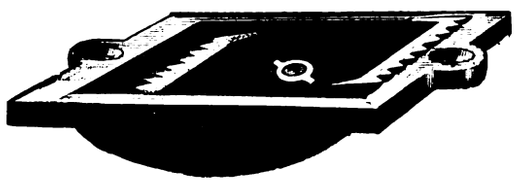
THE DAVENPORT TRADE.

The American Steel & Wire Co., are to be complimented upon some at least of their methods. They do have a fixed priced for their wares. They charge more for small shipments than for shipments in carloads or in other words they get pay for carting their goods to the station, and they also make their terms net cash. We presume they get pay for handling small lots to the station for the reason that it costs them money to have the goods hauled, and they have a fixed price so as to be fair to all of their patrons and make their terms net cash because they are compelled to pay net cash for material and labor. Why should a jobber not follow their example? Is it necessary or fair to

Situation Wanted.

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

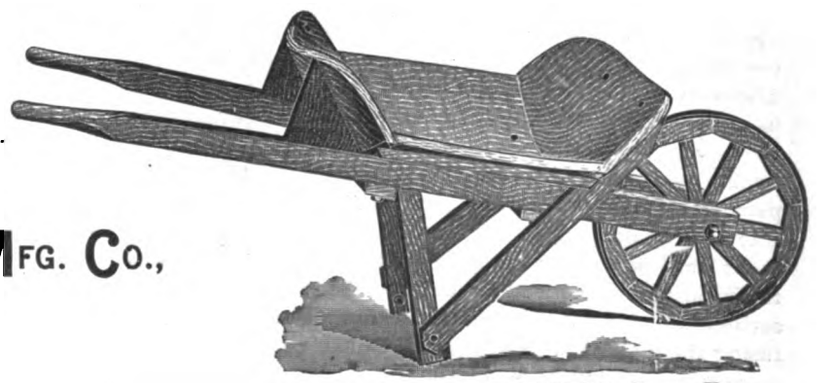
CRESCENT BENCH-HOOK
AGAIN ON THE MARKET.



SIMPLEST. CHEAPEST. BEST.
. . . MANUFACTURED BY . . .
REUBEN FORD, BOSTON, MASS.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,
COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Digitized by Google



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

have flexible prices on staple goods? Do the jobbers not have to pay for carrying goods from warehouses to station? and do they not have to pay net cash for nails, barb wire, etc., etc.

If good crops and fair prices make prosperous times, this locality has reason to anticipate a satisfactory trade the coming autumn. Of course there will be some draw backs to contend with as usual. The races are now on. The political campaign will soon be open. The vacation is not over, and the country fairs will soon be occupying more or less attention of business men.

Prices are firm, trade fair and collections satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE OMAHA TRADE.

The volume of summer trade still continues in excess of any previous experience. Of course a large amount of this may be due to early orders, which are being shipped out, yet, at the same time, the regular volume of business is far in excess of any previous record. We are no exception to the rule, in the fact that we have great difficulty in procuring supplies, and yet we are satisfied, in spite of the seeming scarcity, that should conditions arise which would satisfy manufacturers and jobbers that the top had been reached and a decline was unavoidable, the seeming scarcity now prevailing would be turned into a surplus that would surprise the most sanguine expectations.

Collections are excellent, and the assurance of a corn crop in this State aggregating three million bushels leaves little doubt as to the Fall business, which we anticipate will tax the ability of the jobbers to take care of.

RECTOR & WILHELMY CO.

Origin of the Lead Pencil.

The lead pencil, the most common of all writing implements, is a product of the seventeenth century. It is but natural to suppose that the lead pencil contains the ingredient of its name—lead. But not so. In the mineralogical sense there is not a particle of lead in its composition. The term "lead pencil" is a misnomer, and yet it continues to pass under so misleading a name. The origin of the misnomer is this: The lead pencil originated with the discovery of the graphite mines at Barrowdale, England, in 1664, during the reign of Queen Elizabeth. At that time there were already other minerals known, galenite in particular, possessing the same black, lustrous color and the peculiarity of streak that also characterized the new substance, graphite. Graphite, so strongly resembling galena (bleiglanz), was given the name of blei (lead), and to distinguish it from the lead already found it was called Wasserblei (molybdena). To make the matter even more confusing the makers of lead pencils called themselves Bleiweissschneider (white-lead cutters).

The early mode of lead pencil manufacture was most simple. Graphite, as yielded from the mines, was treated much like wood. It was sawed into thin sheets, then cut into strips, and these strips again cut into smaller strips, until they were reduced to pieces small and strong enough to serve as pencils. These pencil strips were provided with a wooden covering as a protection.

The first pencils created much excitement. The graphite mines of England were considered of inestimable value and were protected by law. The treasury of the mines was not inexhaustible, and the valuable material was extravagantly wasted for want of proper working methods. First, in the digging there was much loss, for many of the pieces were too small for cutting. Second, the manner of cutting the graphite was so crude that fully half of the material was lost. Economy was urgent and suggested means of utilizing the waste and delay to again sharpen it. First, the wood had to be cut away and the graphite heated over a light to soften it—after which it was drawn into a point with the fingers. In 1795 a Frenchman, Conte, chanced upon the idea of using pulverized graphite and binding clay. That his plan was eminently successful is apparent in the excellence of our pencils of to-day.

The tools used in upholstering furniture are neither costly nor numerous. One of the most necessary is a gimping hammer, which differs from the ordinary hammer in having a long narrow head; it is used for knocking in the small gimp pins which secure the gimps and laces used in finishing. An assortment of needles is also required, and should include a 9-inch double-pointed mattress needle for stitching up edges and buttoning, a curved spring-needle for stitching the springs to the webbing and undercovers, and a carpet needle. Other tools that will be necessary are a couple of fine awls for leather work; a regulator, formed with a strong, flat curved blade, somewhat similar to a large packing needle, set in a wooden handle and used for pushing up the hair or flocks to the edges in stitching up; a pair of web pinchers; a lever web-strainer; a rule and tape measure; a pair of large scissors; a few strong chisels; and a sharp knife.—*Work.*

A correspondent of the *Scientific American* states that in 1898 the Bureau of Engraving and Printing issued 2,500,000,000 of the common red two-cent stamps. These, he says, would go almost twice around the earth. He further assists our comprehension of this enormous number by continuing: "Stacked one upon another, they would pile up 150 miles beyond our atmosphere, equal in weight to two of our big locomotives, and would make a blanket to keep the frost off the city of Washington. If these stamps worked in relays, each taking the letter as far as allowed by the postal regulations, the letter would be carried beyond the most remote star, and, at the fastest speed at the disposal of the postal authorities, would occupy millions of times the age of the earth in transit."

The first news sheet at all answering to our modern newspaper was issued by order of the Venetian Government about 1536. At first they were simply written out, and exhibited to public inspection on payment of a small coin called a "gazetta," whence the modern term "gazette." Afterward the demand made it necessary to print them. The first English newspaper of which we have positive evidence was the *Weekly News*, published by Nathaniel Butler, in 1622. The English *Mercurie* of 1583 is a forgery. It was really printed about the middle of the eighteenth century.—*Boston (Mass.) Traveller.*

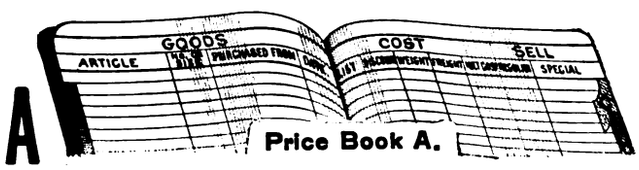
One hundred and nine thousand locomotives are at present running in various countries.

Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

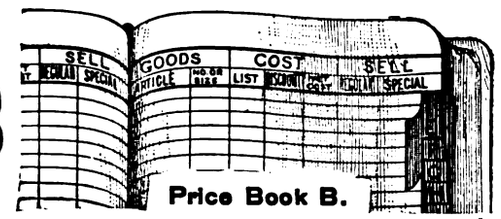


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages, - - $1.00 **A 2**, 400 pages, - - $1.50
A F, 200 pages with flap, 1.25 **A F 2**, 400 pages with flap, 1.75

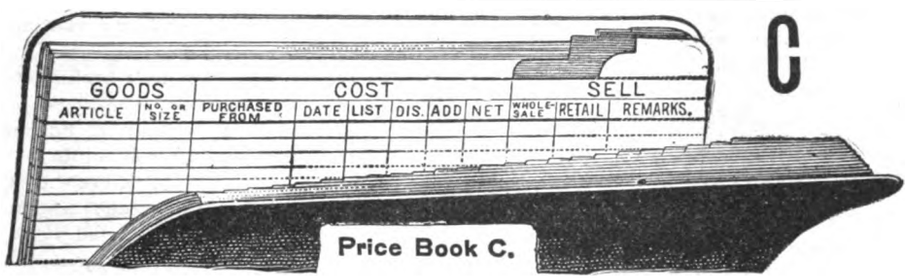


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages, - - $1.00 **B 2**, 400 pages, - - $1.50
B F, 200 pages with flap, 1.25 **B F 2**, 400 pages with flap, 1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

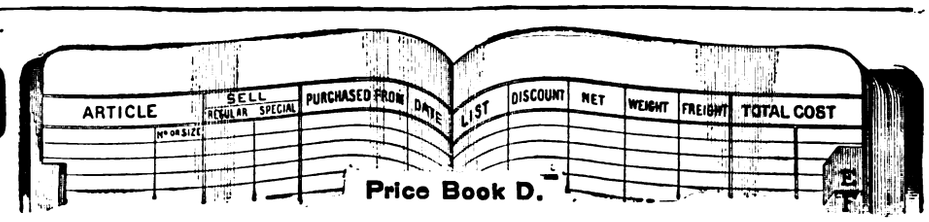
FOUR EDITIONS:

C, 200 pages, - - - $1.00
C F, 200 pages with flap, - 1.25
C 2, 400 pages, - - - 1.50
C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages, - - - $2.00
D F, 200 pages with flap, - 2 50
D 2, 400 pages, - - - 3.00
D F 2, 400 pages with flap, 3.50



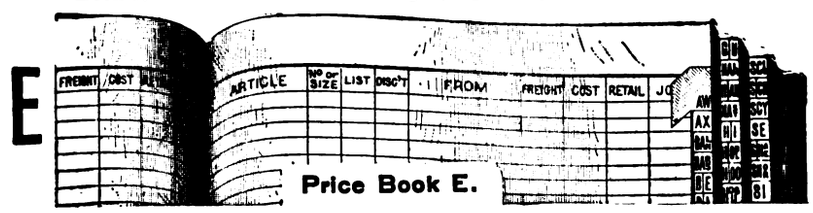
Price Book D.

MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU For Chisels, turn to CHI For Iron, turn to IRO
" Parers, Apple " PAP " Cutlery, " CUT " Irons, " IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

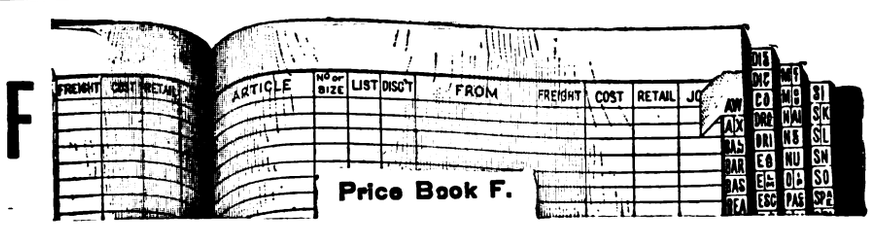


Price Book E.

AD GU SCI
AN HAM SCR
AU HAN SCY
AW HAT SE
AX HI SHA

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.



Price Book F.

AD DIG MF SI
AN DIP MO SK
AU DO NAI SL
AW DRA NE SN
AX DRI NU SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St. New York City.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Carson City, Mich. — Wright & Cady, Hardware dealers, new firm, have commenced business.

Cleveland, Ohio.—The T. G. Monat Co., has been incorporated by T. G. Monat, T. W. Hill, C. J. Deex, L. Monat, and H. C. Hill; to conduct steamfitting, heating and general contracting business. Capital stock, $10,000.

Charleston, Ill.—The Van Meter Hardware Co. is the name of a new firm.

Eaton Rapids, Mich.—Minnie & Bromeling, Hardware dealers, will occupy new store, which is now being erected by the Eaton Rapids Building Co.

Elizabeth, N. J.—John M. Clark, No. 85 Broad Street.

Hawick, Minn.— Enkema & Orlebeke, Hardware, sporting goods, etc., new firm, commenced business.

Jasper, Minn.—A. P. Smith has purchased a stock of Hardware at Fairmount, Minn., where he will soon engage in business.

Juneau, Alaska. — Parker & McConnell have engaged in the Hardware business.

Kalso, B. C.—A. B. Morris has associated himself in the Hardware business with A. J. Dill.

Laurium, Mich. — Faucett Bros. have leased the ground floor of their new building to a Hardware firm.

Montpelier, Vt.—The Brighton Store Co. has been incorporated by S. H. Vallee, M. B. Ladd, E. F. Hobson, S. D. Hobson, L. Ladd, G. C. Vallee; Hardware and general merchandise business. Capital stock, $10,000.

Pompeii, Mich.—Campbell & Willoughby have engaged in business.

Sherry, Wis.—The Jones Hardware Co. have opened a new store.

Changes and Improvements.

Alpena, Mich.—Ash, Eller & Co., Hardware dealers, business sold to H. E. Reynolds, who will remove it to his Chisholm Street store.

Altoona, Pa.—The Goodfellows-Melvin Co., Hardware dealers, have dissolved partnership, J. A. B. Melvin retiring. The business will be continued the same as heretofore by W. H. Goodfellow and Frank H. Goodfellow under the firm name of Goodfellow & Son.

Alvin, Tex.—McCabe & Anderson, Hardware, etc., have dissolved. Mr. McCabe being succeeded by J. W. Anderson, a son of the junior member, S. D. Anderson. The names of the new firm will be S. D. Anderson & Son, and they will continue in the same line of business.

Beardsley, Minn.—C. A. Prevy, Hardware, sporting goods, etc., succeeded by Wright Bros.

Birmingham, Ala.—The new store of the Mayberry-Watson Co. is approaching completion, and its capaciousness and adaptability to the Hardware business are far beyond any other building in the city.

Brighton, Ia.—S. M. Brice has closed out his Hardware business at this point.

Craig, Neb.—J. C. Smith succeeds George W. Green.

Dieterich, Ill.—Mrs. John Probst succeeds John Probst.

Eau Gallie, Fla.—Albert Bennett has removed to Daytona, having sold out his Hardware business at this place.

Firth, Neb.—D. J. Kallemeyn has discontinued business.

Geneva, N. Y.—Dorchester & Rose, Hardware, sporting goods, etc., have purchased the Franklin house property, and will remodel same, with a view to occupying it with their business.

Greenview, Ill.—Tripp Bros. have succeeded Jas. Tripp & Son.

Guthrie, Ky.—John Choat, the Hardware dealer, has sold his stock and good-will to his son, Hunter Choat, and Leon Hamill. The firm will be Choat & Hamill.

Hallstead, N. Y. — Joseph Rogers has completed the purchase of the James E. Davis Hardware store on Main Street.

Hammond, N. Y.—Henry Taylor will remove his stock of Hardware from this village to Sandy Creek, about the 1st of August, where he will reopen his business.

Kenyon, Minn.—A. Rennebohm, dealer in Hardware and implements, has sold his Hardware stock.

La Belle, Mo.—W. T. Wilson has bought an interest in Skirvin Bros.' large stock of groceries and Hardware. The firm is now Skirvin & Wilson, and is a strong and substantial one.

Lacota, Mich.—M. L. Decker has moved into new quarters.

Linden, Ind.—J. W. McCallum, has sold out.

Lineville, Ia.—L. Alcorn has succeeded the Smith Hardware Co.

Marietta, I. T.—Geo. P. Bates, dealer in Hardware and implements, has sold his stock of implements to Joseph Edwards.

Menominee, Wis.—The Northern Hardware & Supply Co. secure new quarters.

Milford, Ill. — O. P. Goodland & John Hallocks succeed Pawley & Pawley.

Morley, Mich.—Chas. Hawley has succeeded B. Williams & Co.

Nekoosa, Wis.—Eli Taylor & Son succeed Charles G. Oberley.

Oberlin, Kan.—H. H. Dilworth succeeds Moser Bros.

Oxford, Neb.—Ground has been broken for a large two-story brick block, 80x80 feet. It will be finished in modern style and when completed will be occupied by Nielsen & Mackpoang, Hardware dealers.

Pomona, Cal.—C. E. Freeman, Hardware, sporting goods, etc., succeeded by C. G. George.

Ramsey, Ill.—C. O. Rucker has sold his Hardware store.

Reading, Pa.—Bard, Reber & Co., wholesale and retail Hardware; firm is now Bard, Schlott & Co.

Riverside, Cal.—Fesler & Co. have succeeded Fesler & Davidson.

Rosebud, Tex.—The Tarver-Henslee Co. are moving their Hardware and implement stock into their new and elegant quarters.

South Boston, Va.—E. M. Penick has sold his interest in the Hardware business of R. A. Penick & Son to R. A. & W. L. Penick. The style of firm will remain unchanged.

Thompsonville, Mich. — L. D. Adams, Hardware, sporting goods, etc., has embarked in the retail line.

Versailles, Ky.—R. Willis & Co. have dissolved. Merritt P. Lancaster continuing the business.

Waggoner, Ill.—R. I. Rice has succeeded J. M. Brown.

West Branch, Ia. — Smith & Buchanan have succeeded Macomber & Smith.

Wortham, Tex.—J. B. Kirven & Co., Hardware dealers, will occupy new brick store which is now being erected by T. A. Bounds. It will be completed by Sept. 1.

Business Embarrassments.

Bloomfield, Ia.—E. Matthews, Hardware dealer has made an assignment.

Ligonier, Ind. — The Gerber Hardware Co. have made an assignment.

Montreal, Can.—Frederic Duclos, plumber, No. 78 Inspector Street, has assigned for the benefit of creditors, with liabilities of about $25,000.

Fires in Hardware Stores.

Ambia, Ind.—Charles O. Garner's Hardware store has been destroyed by fire.

Armanda, Mich.—E. P. Cudworth's stock of Hardware has been destroyed by fire. Loss, $5000; insured for $1400.

Camillus, N. Y.—E. F. Darling's Hardware store has been destroyed by fire.

Frost, Tex.—G. J. Heflin & Co.'s Hardware store has been destroyed by fire.

Lewisburg, Tenn.— Garrott's Hardware store, damaged by fire.

Marinette, Wis.—The Hardware warehouse of H. B. Simcox has been damaged by fire.

Parkersburg, W. Va.—The W. H. Smith Hardware Co., store damaged by lightning. It was the largest Hardware store in the State.

Titusville, Pa.—C. D. Allen & Son sustained a loss of $7000 by fire recently; insurance, $2000.

Burglaries in Hardware Stores.

Baltimore, Md.—C. H. Roloson, $16.

Baltimore, Md.—J. Fred. Knoop, $75.

Lawrencetown, N. S.—J. Alfred Whitman, $35.

Louisville, Ky.—J. Stockhoff & Sons, $102.

Newport News, Va. — Newport News Hardware Co., $75.

Salem, Ill.—H. B. Gardner & Co., cutlery.

Toledo, O.—Biddle & Buzzard, revolvers.

Toledo, Ohio.—Stollberg & Clapp, $200.

Digitized by Google

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

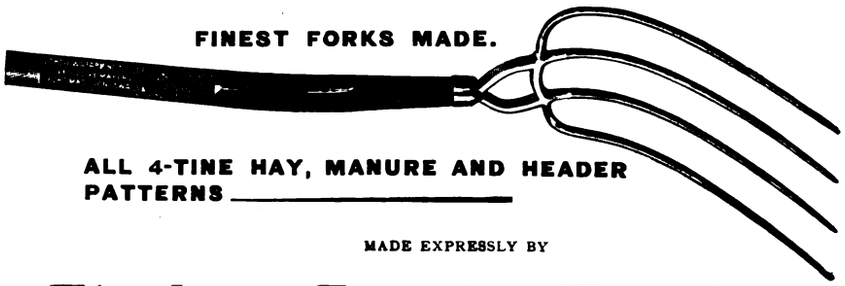
Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

The Forks which attract so much attention

THE VICTOR BRACED SHANK FORKS.

FINEST FORKS MADE.



ALL 4-TINE HAY, MANURE AND HEADER PATTERNS

MADE EXPRESSLY BY

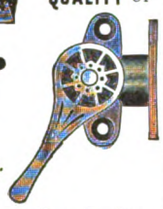
The Iowa Farming Tool Co.,

FORT MADISON, IOWA, U. S. A.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.

Herring-Hall-Marvin Co.,

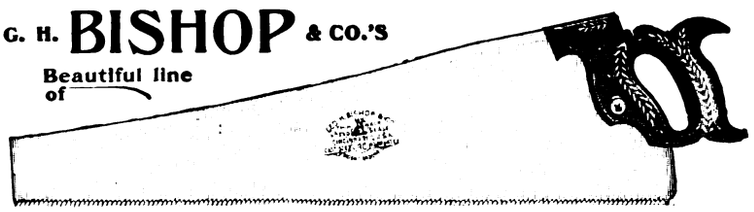
Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,

54-56 Bleecker St., New York.

SAWS

G. H. BISHOP & CO.'S

Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."



The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

STEAM, HORSE and HAND POWER

HOISTING MACHINES,

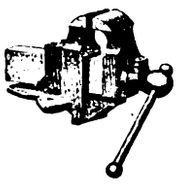
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

Howard Iron Works,

BUFFALO, N. Y.

Manufacturers of



BENCH VISES.

Price Lists Sent on Application.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.



CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

A. MUGFORD · DESIGNER
ENGRAVER & ELECTROTYPER

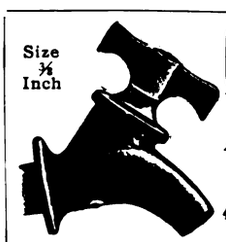
HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

Size ¾ Inch



CHEAPEST IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,

458 Quincy St., Brooklyn, N. Y.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Buffalo, N. Y.—The Reid Portable Oven Co. has been incorporated by Elizabeth J. Reid, W. A. Coatsworth, and E.A. Harries: manufacturing ovens, heaters, etc. Capital stock, $2000.

Camden, N. J.—The Roberts Mfg. Co.has been incorporated by Charles Roberts, James J. Mulconroy, and Ernest Armstrong; manufacture filters, plumbers' supplies, etc. Capital stock, $25,000.

Chattanooga, Tenn. — The Ornamental Iron & Wire Co. has been incorporated by J. A. Patten, F. G. Staffer, P. Manker, G. W. Patten, J. E. Annis; manufacturing and selling iron, steel and wire and other materials. Capital stock, $10,000.

Dover, Del.—The Globe Steel Radiator Co. has been incorporated by C. E. Stafford, T. F. Barding, and G. A. Hamilton; manufacturing iron and steel radiation pipes, etc. Capital stock, $1.000,000.

Kansas City, Mo.—The Edward Booker Safe Co. has been incorporated by E. Booker, D. W. Bilderback, T. O. Jennings and R. R. Rollins; manufacturing fire and burglar proof safes and locks. Capital stock, $2500.

Middletown, Conn.—The new industry started in the factory once used by the Stiles & Parker Co., but which has for some time past been owned by the Doebler Mfg. Co., will be known as the Doebler Mfg. Co., and will be operated by this management in the manufacture of Hardware specialties, including pulleys and steel shelves. The president of the concern, C. Frank Doebler, stated that at the beginning about thirty men would be employed, but after the additions had been made, which are now in the process of construction, that would enable them to remove here the business of the Pratt-Weir Chuck Co., of Plainville, which they have recently purchased, nearly 100 hands will be given employment at the start. The Doebler Co. have their office at No. 116 Nassau Street, New York.

Nashville, Tenn.—The Harding Mfg.Co., manufacturers of agricultural implements, etc., capital stock, $75,000, will be consolidated with the company which has been organized to manufacture automobiles. Capital stock, $500,000.

New Brunswick, N. J. — The National Water Tube Boiler Co.has been incorporated by Charles A. Schenck, Louis Wolfson, Charles Howell, Chas. W. Harvey, and others, to manufacture water tube steam boilers. Capital stock, $100,000.

Pittsburg, Pa. — The Pittsburg Casting Machine Co. has been incorporated by J. Kennedy, E. W. Heyl, W. J. Patterson, C. Arthur, and W. W. Burns; manufacturing iron and steel. Catital stock, $3000.

Providence, R.I.—The International Burglar Proof Sash Balance & Lock Co.has been incorporated by B. M. Lovell, A. B. Harmon, and G. E.Barnard; manufacturing and dealing in sash balances,etc. Capital stock, $100,000.

St. Louis, Mo.—The John Baumann Safe & Hardware Co. has been incorporated by Kate Baumann, J. Baumann, H. C. Hunter, G. R. Baumann, all of St. Louis; for the purpose of manufacturing trunks and iron safes, etc. Capital stock, $10.000.

Changes and Improvements.

Averyville, Ill.—The new buildings for the Kingman plow factory are nearing completion. The new industry will employ when in full blast 500 men.

Buffalo, N. Y.—The McKinnon Dash & Hardware Co. have applied to the Secretary of State for the voluntary dissolution of the firm. The McKinnen Dash & Hardware Co. are located at Black Rock.

Georgetown, Conn.—The Gilbert & Bennett Mfg. Co., makers of wire netting and other wire goods, increased capital stock from $300,000 to $500,000. Edwin Gilbert has been elected president and treasurer; David H. Miller, vice-president and secretary, and Samuel J. Miller, superintendent. The wages of all employees in both Eastern and Western factories have been increased ten per cent.

Kalamazoo, Mich.—The Star Brass Works have increased their capital stock from $10,000 to $20,000.

Lansing, Mich.—The Acker Land Roller Co., manufacturers of agricultural implements, with ball bearing wheels, will locate at this place. Their present location is Argentine, Genesee County.

Madisonville, Ky.—R. M. Slaton will increase the capacity of his disc harrow and cultivator factory.

Mingo Junction, W. Va.—The National Iron & Steel Co. recently contracted for an electrical plant to be installed in their steel mills. This equipment is completed, and consists of two 150-kilowatt generators directly connected to two engines of 225 horsepower each, and supply current of 250 volts. The electricity supplies light to the mills and offices,and also operates nine large traveling cranes, capable of lifting from ten to thirty tons each.

Moline, Ill.—The Moline Plow Co. now have possession of the old Nelson livery stables and grounds and will proceed at once to extend their warehouse building over it. The plans are made and as soon as it is practicable,work will be commenced on it. This means a large addition to the storage room of the company. Ultimately, as the company grows, a building of four or six stories will be necessary on this place. The Moline Plow Co. are spreading over a lot of ground, and are keeping a big force of men busy all the year round.

New Decatur, Ala.—The Decatur Axe Handle Factory,are adding new machinery, which will increase the capacity of the plant to 3000 handles per day.

Quincy, Ill.—A. C. Bickhaus is making extensive improvements to his Gem City File Works on Broadway. These include an addition west of the works covering an area of 83x33 feet. The front will be two stories in height and the rear one story, but so arranged that it may be made uniform with the front at comparatively small expense, The front half of the addition will be used as an office and storeroom and in the rear will be the tempering room and the trip-hammers. The building now occupied by these departments will be torn down and there will be made a twelve-foot driveway between the old and new buildings.

Quincy, Ill.—The excelsior Stove Co.have closed a contract for the building of an addition to their foundry, at a cost of $32.000.

Recent Embarrassments.

Sandusky, O.—C. Schoepfle has been appointed receiver of the Sandusky Machine & Agricultural Works.

Recent Fires.

Cincinnati, O.—The casting plant at the Addyston pipe and steel foundry has been completely gutted by fire and everything except the standing cranes and the walls of the buildings destroyed. Several freight cars which were standing on the siding were also consumed. The loss is estimated at $500,000.

Kansas City, Mo.—Fire in the building of the Midland Varnish Co., No. 18 West Nineteenth Street, did about $40 damage to the building and stock. The fire was caused by the overheating of a pot of boiling varnish.

Philadelphia, Pa.—William Shendinger's file works, No. 6740 Tacony Street, have been damaged to the extent of $1000 by fire of unknown origin.

Miscellaneous.

Columbus, O.—From all the large tool works and machine factories in Ohio, Indiania,and Illinois many carloads of finished machinery are being shipped East, and the factories in the Eastern States are shipping their products West. The Baltimore and Ohio and Pennsylvania are handling hundreds of carloads of machinery weekly,and, in addition to the machines, hundreds of carloads of sewer pipe and boiler flues are being forwarded to various points.

Gadsden, Ala.—A handle factory is in successful operation at Hillian's store in Marshall County,and 800 handles are turned out daily.

Lynchburg, Va.—At a directors meeting of the Lynchburg Plow Co., the following officers were elected for the ensuing year: president and general manager, J. R. McWane; vice-president, V. P. Travis; secretary and treasurer, H. M. Davis; executive committee, M. J. Drummond, H. E. McWane, and J. R. McWane. It was determined to double the capital stock of the company, making it $80,000, and the board instructed the management to proceed at once with the contemplated improvements, which will double the capacity of the works.

Digitized by Google

OVER 1,000,000 IN USE.

THE

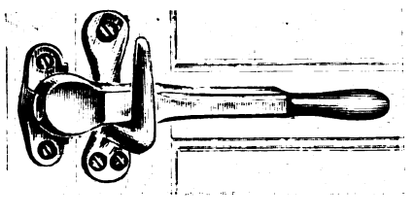
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No 2, 9 inch lever; No 3, 6 inch lever; No. 4, 6-inch lever; No 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12 00	$15.00	$33 00	$26.00	Per Doz
No. 2	9 00	12 00	18 00	20.00	"
No 3	5.50	7 50	11.00	11.00	"
No. 4	3.00	3.00	7.00	8.00	"
No. 5	2 25	2 50	5.50	6.00	"

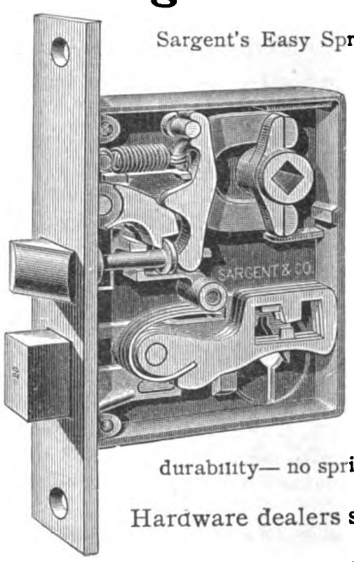
Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . Discount.

M. H. HICKEY & SON,

375 Market St., NEWARK, N. J.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

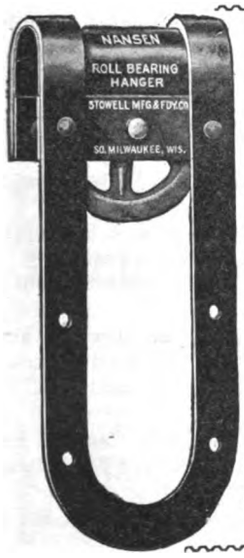
EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so short a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.

No. 4. per doz. pairs, $15.00.

No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.



Pike's Black Diamond (Fine grit),

Lamoille (Medium fine),

White Mountain (Medium grit),

Indian Pond (Coarse grit)

SCYTHE STONES

CUT QUICKEST. SELL FASTEST. PAY BEST.

Send for Catalog of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,

Largest line of sharpening stones in the world.

THE PIKE MFG. CO., - PIKE STATION, N. H.



THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of SMALL SPRINGS of every description; and dealers in WIRE and COLD ROLLED STEEL.

ESTABLISHED 1857.

WATERBURY BRASS CO.,

60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS

OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES

OF EVERY DESCRIPTION.

Root's Cobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Allentown, Pa.—Stuckert & Bro., Sixth and Walnut Streets.

Brookings, S. D.—The Bickel Manufacturing Co. has been incorporated by Casper E. Bickel, David K. Brophy, Henry R. Riley, H. G. Fox and James F. Brooke; for the manufacture of bicycle pedals. Capital stock, $25.000.

Buffalo, N. Y.—The New Motor Co. has been incorporated by S. Wilkinson, E. L. Pixley, and W. M. Hoffman; manufacturing and sale of motors of all kinds. Capital stock, $25,000.

Camden, N. J.—The Tractor-Truck Automobile Co. has been incorporated by S. Welch, T. H. Dixon, and J. B. Taylor; to construct vehicles to be operated by compressed air, electricity, etc. Capital stock, $2,500,000.

Charleston, W. Va.—Philadelphia Motor Carriage Co., of Philadelphia, Pa., has been incorporated under the laws of West Virginia, by C. P. King, J. T. McGraw, C. R. Durbin, and others; buying, selling, and dealing in vehicles propelled by electricity, etc. Capital stock, $1,000.000.

Chicago, Ill.—The Automatic Cycle Pump Co. has been incorporated by G. D. Ferguson, W. H. Foster, and E. C. Yates; manufacturing automatic cycle pumps. Capital stock, $50,000.

Chicago, Ill.—The League Handle Bar Co. has been incorporated by G. F. Swain, H. Armel, and W. O'Leary; for manufacturing handle bars, bicycle sundries, etc. Capital stock, $25.000.

Collinsville, Conn.—Daniel Hamm, Maple Avenue.

Columbus Grove, Ohio.—C. H. Jones is at the head of a company which is being organized for the purpose of mannufacturing automobiles. It will have a capital stock of of $25,000.

Davenport, Mass.—W. F. Littlehale and G. M. Derry have formed a partnership.

Easthampton, Mass. — E. N. Bosworth, Main Street, repairing.

Fort Wayne, Ind.—Joseph Schadle, No. 97½ Calhoun Street.

Hartland, Me.—Silas Woodbury, repair shop.

Jersey City, N. J.—The New Jersey Electric Vehicle & Transportation Co. is being organized with a capital stock of $2 000.000. The company is formed on the same lines as the New York and Illinois sub-companies, which with the New England and Pennsylvania companies, are the only State concerns now organized. In all there are about 25 companies incorporated.

Lansing, Mich.—The Detroit Automobile Co. has been incorporated with a capital stock of $150.000.

Los Angeles, Cal.—A. J. Moody, No. 642 South Spring Street.

Marlboro, Mass.—J. J. Hanley, No. 137 Main Street.

Norfolk, Va.— The Manoe Rubber Co. has been incorporated with William C. Betts, president; Edward Daly, Jr., vice-president; Frederick W. Dunbar, treasurer, and Frank E. Bradley, secretary; to conduct a rubber business. Capital stock from $80,000 to $150,000.

Peoria, Ill.—H G. Rouse & Co. has been incorporated by H. G. Rouse, J. A. Wright, and Ida A. Rouse; manufacturing bicycles, and farming machinery.

Plymouth, Wis.—A. J. Eichenberger, repairing.

Pittsburg, Pa.—The Auto-Car Co. has been formed with a capital stock $1,000.000. It is the intention to absorb the Pittsburg Motor Vehicle Co. and manufacture automobiles on a large scale. The company expects to manufacture ten complete automobiles daily after Jan. 1.

Pittsfield, Mass.—W. J. Devall, Bank Row.

Portland, Me.—The Preston Hose & Tire Co. has been incorporated with $200,000 capital stock. They will make tires of all kinds and fire department supplies. The officers are: President, J. F. Preston, of Portland, Me.; treasurer, W. C. G. Carney, of Portland, Me.

Portsmouth, N. H.—F. B. Parshley & Co.

Sheldon, Vt. — Maynard & Mansfield, Hardware, sporting goods etc., have opened a new store.

Waxahachie, Tex.—J. E. Light.

Changes and Improvements.

Beaver Falls, Pa.—The Atlantic Tube Co. is building a plant to cost $200,000.

Buffalo, N. Y.—Ripper Cycle Co., Main Street, will remove to No. 21½ East Huron Street on Aug. 15.

Chehalis, Wash.—Siegrist & Walton have bought out J. Haller.

Chester, Pa.—Fred. Taylor has moved to Eleventh and Potter Street.

Detroit, Mich.—The Wheeler Saddle Co., heretofore established at the Woodward Ave., crossing, will remove to Elyria, Ohio, where the headquarters of the bicycle saddle trust are located.

Flushing, Mich.—A. P. Davis, sold out.

Fort Edward. N. Y.—J. M. Wright, sold out.

Fort Wayne, ind.—Koehlinger & Bauer, succeed H. G. Koehlinger.

Glens Falls, N. Y.—J. M. Wright, Broadway, sold out to Fay Newell.

Hamilton, O.—Fenton Cochran has purchased the interest of H. C. Young of Young & Scheering.

Hazleton, Pa.—M. F. Koenig will remove from the Schaffer building to Broad Street.

Kane, Pa.—The Kane Bicycle Co., Phillips Building, removed to the Lafferty Building.

Mason City, Ia.—Cassidy Bros. have been succeeded by Cassidy Bros. & Healy.

Milwaukee, Wis.—The Ice Cycle Mfg. Co. have placed on the market a set of attachments to be used in converting a bicycle into an apparatus to be used on either ice or packed snow.

Morristown, N. J.—F. A. Trowbridge & Co., succeed J. H. Carlson Bros. Co.

Nashua, N. H.—The Corson Cycycle Co., closed local store.

New York, N. Y.—Mason-Peters AirPump Co. are manufacturing a new automobile tire pump, Houston and Mercer Streets.

Norristown, Pa.—J. H. Brandt & Bro. have dissolved partnership and will continue business separately.

North Attleboro, Mass.—E. A. Scott has closed his repair shop.

Salmon City, Idaho.—The Shenon Hardware & Implement Co.; Hardware, sporting goods, etc., have succeeded Phil Shenon.

Sherman, N. Y.—Sperry & Fraser, succeeded by W. H. Sperry.

Springfield, Mass.—Frank W. Hill, Worthington Street, will shortly sell out.

Vineyard Haven, Mass.—Frank Golart, recently burned out, has reopened.

Wallingford, Conn.—The Wheel & Cycle Bar Co. are moving to their new factory at Berlin Conn.

Warsaw, Ind.—Desota Grant is selling out.

Washington, D. C.—W. D. Hadger & Co., No. 77 Fourteenth Street, succeeded by The Orient Cycle Co., F. P. Libbey, manager.

Westfield, Mass. — Perkins & Bosworth, Main Street, have gone out of business.

Wilmington, Del.—McConnell & Robinson, selling out.

Windsor, Vt. — Chas. S. Sherman and Chas. K. Garring have dissolved partnership, and business will be conducted by Sherman.

Woonsocket, R. I.—Harry Canfield has purchased repairing business of C. S. Bolton, No. 44 Bradford Street.

Wren, O.—Bowen & Meyers, sold out to Meyers & Sons.

York, Pa.—Schenberger & Moul, sold out to W. P. Schwartz.

Recent Embarrassments.

Albany, N. Y.—Joseph Berkowitz, sheriff in possession.

Chicago, Ill. — Albert D. Brewster has made an assignment. Assets, $2000; liabilities, $600.

Chicago, Ill.—Joseph D. Hughes has assigned.

Higganum, Conn.—W. H. Brown has filed voluntary petition in bankruptcy.

Toledo, O.—A. H. Cummerow & Co., sold out by sheriff.

Recent Fires.

Holyoke, Mass.—La Belle Cycle Factory, slight damage.

Rensselaer, N. Y.—Alex. Smith, No. 74 Broadway, slight damage, insured.

Waterville, Kan.—E. G. Steel, complete loss.

Watervliet, N. Y. — J. Gray, Sixteenth Street, slightly damaged; loss about $50.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN and COTTON FIRE HOSE, GARDEN HOSE.



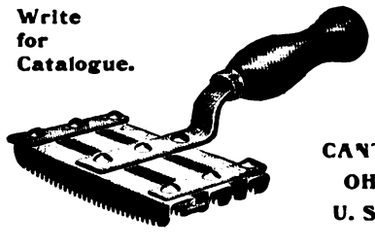
The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

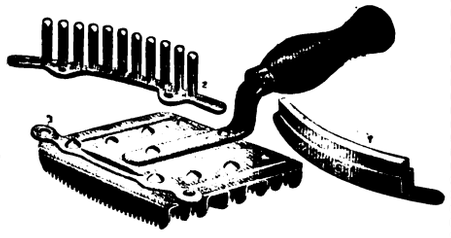
CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both **STIFF and FLEXIBLE BACK CURRY COMBS.**

Write for Catalogue.



CANTON, OHIO, U. S. A.



SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.

Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers.
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails.
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.

Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.

Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.

Sheathing Nails.
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads.
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.

Wire Slating Nails.
Escutcheon Pins.

Lead Nails.

Slating Nails.
Common Nails.

Zinc Nails.

Slating Nails.

Yellow Metal.

Slating Nails
Sheathing Nails.
Stem Nails.

Slaters' Tools.

Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.
Composition Spikes.

SPECIFIC GRAVITY AND WEIGHTS OF VARIOUS SUBSTANCES.

NAMES OF SUBSTANCES.	Average Weights. Per Cubic Ft.	PerSq Ft. 1in. thick	Specific Gravity.
Anthracite, solid, of Pa.	93		1.50
" broken, loose	54		
" " shaken	58		
" heaped bushel, loose.	(80 per	bushel,	heaped)
Asphaltum	87	7.25	1.40
Brass, cast	504	42.	8.09
" rolled	524	43.7	8.4
Brick, best pressed	150		2.4
" common hard	125		2
" soft	100		1.6
Brickwork, pressed brick	140		2.25
" ordinary	112		1.8
Cement, Rosendale (loose)	56		
" Louisville "	70		
" Portland "	90		1 3
Coal, bituminous, solid	84		1.35
" " broken, loose	49		
" " " "	(74 per	bushel,	heaped.)
Coke, loose	27		
" heaped bushel, 38 lbs.			
Copper, cast	542	45.2	8.7
" rolled	548	45.7	8.8
Earth, common dry, loose	76		
" " rammed	95		
" soft mud	108		
Glass	157	13.	2.53
Gneiss	168		2.7
Gold, cast, 24 karat	1204		19.3
" hammered, 24 karat	1217		19.6
Granite	170		2.73
Ice	58.7		0 95
Iron, cast	450	37.5	7.24
" wrought (hammered)	485	40.6	7.8
" " (rolled)	480	40.	7.7

NAMES OF SUBSTANCES.	Average Weights. Per Cubic Ft.	PerSq Ft 1in. thick	Specific Gravity.
Lead	711	59.25	11.4
Lime, loose quicklime	53		
" per bushel, 66 lbs.			
Limestone and marble	168		2.7
Masonry, granite or limestone	165		
" rubble	154		
" dry	138		
" sandstone	144		
Mercury, at 32° F	849		13.6
Mortar, hardened	103	8.6	1.66
Mud, dry	80-110		
Petroleum	55		0.83
Quartz	165		2.65
Salt, Syracuse, coarse	45		
" fine Liverpool	49		
Sand, pure, dry, loose	90-106		
" shaken	99-117		
" perfectly wet	120-140		
Sandstone	151		2.43
Shales, red or black	162		2.6
Silver	655		10.5
Slate	175	14.6	2.8
Snow, fresh	5- 12		
" slush	15- 20		
Steel	490	40⅝	7.9
Sulphur	125		2.0
Tar	62		1.0
Tin	459		7.4
Turf or Peat, dry	20- 30		
Water, pure, at 60° F	62½		1.00
" sea	64		1.028
Zinc or Spelter, cast	446	37.1	7.15
" " rolled	448	37.3	7.19

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

BEEN WITH YOU FROM THE BEGINNING.
Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.

IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

EXPANSION BOLTS.
Ask for Catalogue B.
Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.
SOLE MANUFACTURERS, Philadelphia.

"Which Way" Pocket Level
TELLS in an instant "Which Way" your work is out. See? It is the size of a silver dollar and three-eighths thick. Nicely nickeled and polished. To introduce it, will mail one for 70 Cents in stamps or three for $2.00. Caliper Catologue free.
E. G. SMITH,
COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio. a

SUPERINTENDENT.—Man of ability and tact with $5000 cash to take stock (¼ interest) and position of superintendent retiring on account of sickness from corporation manufacturing metal goods and Hardware specialties. Good business, good standing, well established. Rare opportunity for A1 man. Address, with references, PRESIDENT, care HARDWARE, No. 143 Chambers Street, New York. 54

SALESMAN of experience to sell staple line of Hardware in New York State, Connecticut, Massachusetts, and Rhode Island. Address, COMMISSION, care HARDWARE, No. 143 Chambers Street, New York. 19

SALESMAN acquainted with New York City architects and contractors. One thoroughly conversant with all details pertaining to builders' Hardware. Competent to make estimates from plans and specifications. Address CAPABILITY, care HARDWARE, No. 143 Chambers Street, New York. 44

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

AN experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary $12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with imporoters or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligenae and reliability combined with hard work will be appreciated. Highest references as io ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. A1 reference. Address SALESMAN, care HARDWARE, No, 143 Chambers Street, New York. 50

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARS, care HARDWARE, No. 143 Chambers Street, New York. 48

A HARDWARE salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care HARDWARE, No. 143 Chambers Street, New York. 47

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No 143 Chambers Street, New York. 30

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill, factory furnace work, etc. Address, GEORGE HERGET, care of Medart Paten Pulley Co., St. Louis, Mo. 26

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York. 27

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala. 17

Digitized by Google

Situations Wanted.

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J. 22

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York. 11

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J 13

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York. 14

HARDWARE. Young man (21 years), seven years' experience in first-class stock, wants position. Address M. VOSS, No. 2330 Third Avenue, New York City. 7

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, N. Y. 8

RELIABLE, intelligent and energetic man, who has intimate knowledge of both the flat and hollow-ware trade, and can bring a first-class recommendation from one of the strongest silver-plate factories of the country, would like to correspond with somebody who has use for a man of this experience, or will accept position in connection with some other business, where reliability, honesty and thorough work are required. Address BOX 95, care of HARDWARE, No. 143 Chambers Street, New York. 9

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York. 28

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind. 5

YOUNG MAN (22) of good address desires position as salesman. Five years all around experience in largest wholesale Hardware house. Am thoroughly conversant with the business, also able to estimate. Address Box 94, care HARDWARE, No. 143 Chambers Street, New York. 6

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York. 46

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York. 40

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. 32

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York. 20

Side Line Offered.

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York. 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. 21

A Business Opportunity.

A GOOD opportunity for small investments, about $5000 of 7 per cent. preferred stock in small corporation doing a profitable business; shares $100 each. Business closely connected with iron and steel interests. Full particulars and references. Address, IRON & STEEL, care HARDWARE, No. 143 Chambers Street, New York. 42

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York. 2

Hardware Business For Sale.

WISHING to retire from business, I offer my Hardware business, or a controlling interest in it, for sale. Situated in one of the best cities in the South; this is a rare opportunity to step into an established and paying trade with nice stock and store and cheap rent. For particulars address "C," care HARDWARE, No. 143 Chambers Street, New York. 45

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis. 23

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York. 3

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill. a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. BOX 195, Hoboken, N. J. 29

Digitized by Google

WRITE FOR QUOTATIONS



BOX AND CHEST CORNERS.
BRASS GOODS MANFG. CO.
102 Third St., BROOKLYN, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE & TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING SLEIGH BELLS.



N. N. HILL BRASS CO., East Hampton, Conn.

Perfection Ventilator



NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. CO.,
231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

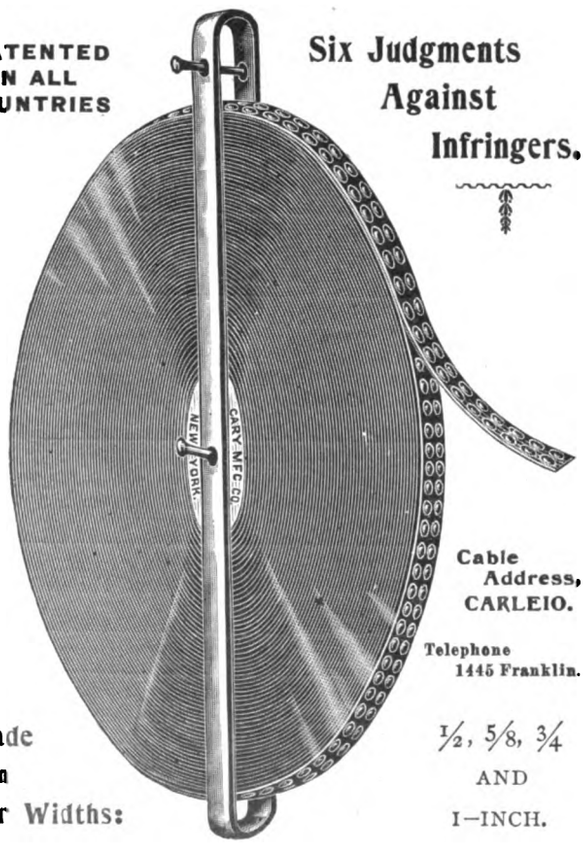
We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, 5/8, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

From "Hopkins' Handy Notes and Queries."

ROOFING SLATE.

GENERAL RULE FOR THE COMPUTATION OF SLATE.

From the length of the slate take three inches, or as many as the third covers the first; divide the remainder by 2, and multiply the quotient by the width of the slate, and the product will be the number of square inches in a single slate. Divide the number of square inches thus procured by 144, the number of square inches in a square foot, and the quotient will be the number of feet and inches required. A square of slate is what will cover 100 feet square, when properly laid upon the roof.

TABLE OF SIZES AND NUMBER OF SLATES IN ONE SQUARE.

Size in Inches.	No. of Slate in a Square.	Size in Inches.	No. of Slate in a Square.	Size in Inches	No. of Slate in a Square.	Size in Inches.	No. of Slate in a Square.
6x12	533	9x14	291	10x18	192	11x22	137
7x12	457	10x14	261	11x18	174	12x22	126
8x12	400	12x14	218	12x18	160	14x22	108
9x12	355	8x16	277	14x18	137	12x24	114
10x12	320	9x16	246	10x20	169	14x24	98
12x12	276	10x16	221	11x20	154	16x24	86
7x14	474	12x16	185	12x20	141	14x26	89
8x14	3.7	9x18	213	14x20	121	16x26	78

The weight of a square of Slate is estimated in a general way (varying according to the thickness of the different makes) at from 600 to 700 lbs. per square.

A *square* of Slate is 100 superficial feet.

Gauge is distance between the courses of the slates.

Lap is distance which each slate overlaps the slate lengthwise next but one below it, and it varies from 2 to 4 inches. The standard is assumed to be 3 inches.

Margin is width of course exposed or distance between tails of slate.

Pitch of a slate roof should not be less than 1 in height to 4 in breadth.

Length of a slate is taken from nail-hole to tail.
Thickness of slates ranges from ⅛ to $\frac{5}{16}$ inch.

WEIGHT PER SQUARE FOOT.

Thickness.....	⅛	$\frac{3}{16}$	¼	⅜	½	⅝	¾	1
Weight.....	1.81	2.71	3.62	5.43	7.25	9.06	10.87	14.5 lbs.

Weight per cubic foot, 174 pounds.

It requires, on account of laps, an average of nearly 2½ *square feet* of slate to make one of slating.

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. } 30%

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D 85c

CARTRIDGES—

Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....25&10%
B.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers, ...5%
B. L. Caps (for Sturtevant Shells) 5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.. .....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder..... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
"Trap," Nitro Powder...40&10& 10&5%

GUN WADS—$ 1000—

B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50 } 30%

SHOT—

Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.45
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.70
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .40
Buck Shot, 25-lb bags, $ bag....$1.70
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag..$1.75
Chilled Shot, 5-lb bags $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each..... .75
Orange Ducking, Nos 1, 2, 3, 4, 5, in canisters of 1lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1lb each..... .25
F, FF, FFF, in canisters of ½lb each..... .15
F, FF, FFF, in canisters of ¼lb each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25lb each..... 8.00
No . 1, 2, 3, 4, 5, in ½ kegs of 12½lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼lb each..... 1.25
Meal Powder, In kegs of 25lb each..... 4 00
[for 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each.....
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25lb each.....
Fourth of July Powder, In kegs of 25lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .35
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montross, Camp's Success.....$ doz. $3.80
Galien Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.: Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....6 %
Steel Drive.....4 %
Kohler's: Invisible, No. 3.....$ gro. $6.80
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe".....9¼c
Armitage's Mouse Hole.....9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $13.00..20%

Augers and Bits—

Boring Machine.....70@70&5%
Common Auger Bits.....70@70&5%
Cook's: Augers.....50%
Augers, Millwrights.....45%
Auger Bits.....50%
Car Bits.....45%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.: Double Spur pattern car, No. 30. 50&10@30%
Nobles Double Spur, No. 33....70%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@30%
Ring Augers.....70%
Jennings' Pattern.....60@30&10%
Snell's Ship Auger Pattern Car Bits.....30&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames'.....25&10%
Bonney's Adjustable, No. 4, $24.00. 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....25&10%
Ives.....25&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $13.00.....50&10@30%
Clarks' Large, $26.00.....50&10@30%
Ives' Model, $ doz. $30....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....$ gro. $2.75@$3.25
Diamond $ doz. $1.35.....40&10%
Douglass'.....40&10%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50%
Snell's:.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood....40% for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard.....60&10%
Standard Oil Tube Drills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's.....80&10%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg $ gr.....85c
Sewing, Com.....$1.00
Should. Peg.....50%
Shouldered Brad.....50%
Socket Scratch $ doz.....$1.10
Stanley Rule & Level: Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Seats—

Aiken's Awls and Tools: No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60%
Brad Sets: No. 42, $10.50; 42, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $13; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands.$6.00@6.50
First quality, other " $5.35@5.50
Beveled add 25c $ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's: Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb: Broad, New List.....33⅓&2½%
Lathing.....33⅓&7½%
Shingling.....33⅓&7½%
Warehouse.....33⅓&7½%
Vulcan Tool Co.....40&7½%
D. Simmons & Co.: Broad.....40&10%
Shingling and Claw.....40&10%
Lath, Hunters' etc.....40&10%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10-lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's: Light.....40&10%
Circular Balances.....50%
Ice Balances.....50%
Straight Balances.....40%
Large Dial.....30%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise: Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Swiss.....60%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....60&10%

DOOR—

Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@60%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—

Com'n Wrought.....60&10%
Kentucky.....70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....25&10%
Moulders.....25&10%

Belting, Rubber—

Boston Belting Co.: "Boston".....50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.: Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

Digitized by Google

Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₩ doz.....2½%
Millers Falls.....15&10%

Binder Twine—

White Sisal, ₩ lb.....10½c
Standard. ₩ lb.....10½c
Manila, ₩ lb.....12 c
Pure Manila, ₩ lb.....13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₩ doz. $15.00.....45@50%
Ives' ₩ doz. $30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₩ doz. $2.....33⅓%
Excelsior..₩ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₩ gro. sets.....$5.50
Forhans Improved Star Tenon ₩ gro. $1.00.....25%
Merriman's Brass Lever ₩ gr. $15.00
Merriman's Iron Lever ₩ gr...$9.00
Millers Falls ₩ set $1.00.....15&10%
Security Gravity ₩ gr.....$9.00
Washburn's Plate ₩ gr.....$9 00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves.....70%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.60&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....70&10%
Wrought Square.....70%
Wrought Shutter, Standard list..60%
Wr't Sunk Flush, Sargent's list. 50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....60@60&10%
Machine.....60@60&10%
Carriage, Common.....50&10@60%
Norway Iron, list Oct '84.....75&10%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96, 65%
Bay State, Fluted.....65%
Eagle Phila., list Feb. 26, '96.....75%
Norway, Phila., list Feb. 26, '96.70%
Common, list Feb. 28, '83.....65%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....65%
R. B. & W., Plow.....60%
Stove.....65%

MISCELLANEOUS—

Sink.....65%

Bone Mills—

Enterprise.....25@30%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.25, $1 65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives'.....25&10%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$3.50	$3.00
Jennings'	3.50	3.00
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.60	$2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Brazers—

National Cement & Rubber Mfg. Co:
No. ⅛ High Pressure Brazers.....$34.60
No. 1 High Pressure Brasers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '98, 25& 10@25&10&5%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns, 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&10%

WROUGHT STEEL—

List, April 1, 1895.
Bronsed Inside Blind Butts..50@ 50&10%
Bronsed, Narrow.....50@50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 60@60&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₩ gross $1.75@$2.00
Goodell's Acme.....₩ gr. $6.00
No. 5, Iron Handle, ₩ gr....$2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ₩ doz. $4.00@$4.50
Sprague, No. 1, $2.00; No. 2, $2.25:
No. 3, $3.50.....75&10%
Universal, ₩ doz. $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montrose' "Excelsior," $6.00 ₩ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₩ doz.....
Socket.....₩ doz. $1.75@2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen	Cyco-Bearing	₩ doz. $27.00
Crystal		₩ doz. $36.00
Gold Medal		₩ doz. $24.00
Grand		₩ doz. $36.00
Grand Rapids		₩ doz. $22.00
Hall		₩ doz. $30.00
Prize		₩ doz. $24.00
Premier		₩ doz. $24.00
Superior		₩ doz. $24.00
Welcome		₩ doz $24.00
Hotel		₩ doz. $14.00

Crown Jewel, japan finish, ₩ doz $19.00
Crown Jewel, nickel. ₩ doz. $21.00
Furniture Protector, Japan.....₩ doz. $22.00
Furniture Protector, Nickel.....₩ doz. $24.00
"Standard A," Jap...₩ doz. $20.00
"Standard A," Nick..₩ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₩ doz. $2.00
Child's.....₩ doz. $2.50
Little Daisy.....₩ doz. $1.50
Little Jewel.....₩ doz. $6.00
Little Queen.....₩ doz. $3.50
Misses.....₩ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₩ doz. net $18.00
"Criterion," ₩ doz. net.....$16.00
"Popular," ₩ doz. net.....$12.00
"Sovereign," Jap. ₩ doz. net.$17.00
"Sovereign," Nic. ₩ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9 00
Eureka	$12.00
Ladies' Friend No. 1	$15.00
Ladies' Friend No. 2	$16 00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam Action, Nic	$22 00
Gilt Edge, Cam-Action, Nic.	$24.00
Acme, Cam-Action, Nic	$24.00
Common Sense, Cam-Action, Nic	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Our Own, Cam-Action, Nic.	$24.00
Imperial, Cam-Action, Nic.	$25.00
Model, Cam-Action, Nic.	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Martin's Patent (Phoenix).....50&10%
Plate.....50&10%
Payson's Truck Casters.....60&10%
Store Truck.....55%
Swivel Truck.....30%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10%
Weltons.....70&10%

COW TIES—

American.....40&10@50%
Covert Mfg Co.:
Jute.....40@45%
Manilla.....40@45%
Sisal.....40@45%
Triumph.....40@45%

Cements—

National Cement & Rubber Mfg. Co:
¾x4 Tubes High Pressure Rubber Cement.....₩ gro. $9.36
¾x4 Tubes High Pressure Liquid Tire Cement.....₩ gro $9.36
¾x4 Tubes Pioneer Brand Rubber Cement.....₩ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₩ gro. $6.60

Chain—

American Proof Coil, in 1000-lb lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.00	6.25	5.25	4.50	4.35	4.25	4.05	4.00

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Monarch, Sash.....60%
Triumph, Coil.....60%
Triumph, Halter.....60%
Covert Mfg. Co. Chains.....40@45%
Covert Mfg. Co. Halter Chain.40@45%
Covert Mfg. Co. Heel Chain.40@45%
Galvanized Pump Chain, with Buckets.....50
German Coil, list July 24, '97.60@ 0 &10%
German Halter Chain, list July 24, '97.....60@60&10%
Jack Chain, Iron.....70%
Jack Chain, Brass.....50&10%
Oneida Halter Chain.....50@60&10%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₩ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 50&10%
C. E. Jennings & Co. No 70.....25&10%
Jennings & Griffin Mfg. Co.....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30&10%
Butchers'.....$4.75@$5.00 to 2
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....33⅓&10%
Spear & Jackson's.....35 to 2
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ₩ lb.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drl Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

Digitized by Google

Adjustable, Stearns'.....35%
Cabinet Makers or Quilt Frame, Sargent's.....50%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's.....50&10%
Carriage Makers' P.S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....℔ doz. $3.25
Star Shank.....℔ doz. $4.00
Star Socket.....℔ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $8.75...15%
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....℔ doz. $7.50 net
Monitor.....℔ doz. $8.00 net
Stewart Pat.....℔ doz $9.00 net

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....55@50&10%
Enterprise Mfg. Co.....35@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div...35&10%
Wright's Graduating.....15%

Coopers' Tools—
Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg. Co. 40& 10@50%
Samson.....℔ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretsinger Cut-Easy, ℔ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....30%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....℔ gro. $3.75
Emerald.....℔ gro. 5.00
Oriole.....℔ gro. 5.00
Rainbow.....℔ gro. 2.81
Solid.....℔ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20,'96.....25&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....37½@40%
Perfect.....33⅓@40%
Rubber, ℔ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@ 10&10%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ℔ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 30 in., ℔ gro.....$1.00
Torrey's Rod, 43 in., ℔ gro....$2.00
Victor, Coil.....60%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous.....30&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools.....70%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Pletcher's.....40%
Ratchet, Whitney's.....70%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50@50&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ℔ doz. 75 cts. gro. $7.50
Extra Family Size....℔ doz. $2.00
Keystone.....33⅓%
Spiral.....℔ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....℔ gro. $5.75
Dover, No. 10.....℔ gro. $6.25
Dover, Steel Handle No. 10, ℔ gro.....$6.25
Dover, Extra Heavy, No. 15, ℔ gro.....$14.00
Rival.....℔ gro., $10.00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 40, ℔ lb.....10c
No. 54 to 150, ℔ lb.....10c } 20%
Flour, ℔ lb.....8c }

Enameline—
No. 4, ℔ gro.....$4.50
No. 6, ℔ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co: No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....℔ doz. $3.00
Popes.....℔ doz. $3.00
Wilkinson's.....℔ doz. $3.00 net
Wostenholm's, ℔ doz. $3.25.....10%

Faucets—
Brass Globe Cocks.....60@60&10%
Brass Racking.....60@60&10%
Compression Bibbs.....50& 10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ℔ doz. $36.00.....40%
Lane's ℔ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz , $7.50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $3.00

Files—
DOMESTIC—
New List, June 1, '899.
American.....70&10@75%
Arcade.....70%
Darby.....75&10%
Disston's.....75%
Disston's Superfine.....80%
Economy.....75&10%
Great Western.....70&10@75%
Kearney & Foot.....70&10@75%
Nicholson.....60&10&5%
Nicholson's X. F. Files.....80%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 ℔ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (60c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&30%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....66⅔%
Champion, Manure.....70%
Columbia, Hay.....65%
Columbia, Manure.....70%
Columbia, Spading.....70&5%
Iowa Farming Tool Co.:
Barley.....67½&2½%
Victor, Hay.....55%
Victor, Manure.....70%
Victor Header.....67½&2½%

Freezers, Ice Cream—
Blizzard.....70%
Gem.....60%
Improved Arctic.....70%
Keystone, P. D. & Co.....30%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....60%
White Mountain.....60%

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70@70&5%
Polished, regular goods...70&10@75%
Standard List.....70&10@75%

No.....	0	1	2	3	4
℔ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
℔ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ℔ 1000 ft.. $4.50.....25%
Common Cotton Fuse, ℔ 1000 ft. $4.75.....25%
Single Taped Fuse ℔ 1000 ft. $8.00.25%
Double Taped Fuse...℔ 1000 ft. $10.00.....25%

Gas Burners, Self-Lighting—
Gem.....℔ doz. $2.50
In lots of 3 doz.....℔ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@60&10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ℔ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets ℔ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40@40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%

Glue Pots—
Tinned.....50&10@40%

Graters—
Champion Nutmeg.....℔ doz. $9.00
Edgar's Nutmeg..℔ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....℔ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....℔ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Coxert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....50%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75.....40%
Maydole's.....33⅓&5@40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&7½%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&7½%
Other Brands.....40&7½%
Sargent's New List.....40@40&10%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10%
Warner & Nobles New List.....25%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....℔ lb 40c } 70&2½%
3 to 5 lb.....℔ lb 35c }
Over 5 lb.....℔ lb 30c.....70&10%
Heavy Weights.....70&10%
Wilkinson's Smiths....9½c@10c℔ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&30%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb

Nos.....	0	1	2	3	4
Per doz.....	$ .90	1.00	1.08	1.35	1.80

50&10%

Digitized by Google

Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....50@50&10%
Japanned, with Nuts....45&10%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60&10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔&5%

WOOD—
Auger, assorted....₩ gr. $2.25@2.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 32⅛....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut....50%
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2 25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@80&10%

GROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&2%
Barn Door, old pattern....60&10%
Barn Door, New England...66⅔@70%
Barry, $6.00....50&10%
Best Anti-Friction....60&10%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60%
Covered....50&10&10%
Special....60%
No. 50....60&5%
(New Model) Tinned....40%
Parlor, Standard....40&5%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ₩ dozen pairs....60&10%
Richards' Single Track, Steel....50%
Richards' Steel....40&10%
Stearns' Challenge....50@50&5%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60&15%
Magic....50&10%
Matchless Covered....60&10%
Nansen, Roller Bearing....60&10%
Parlor Door....50&10%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓&5%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Terry Ideal....60&10@60&10&10%
Terry's Modern....60&10@60&10&10%
Terry's Modern, Covered....60%
Terry's Safety....60&5%
Terry's Solid....60&10&10&5%
Terry's Wrought....60&10&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&10%
Wilcox....40%

Harness Snaps—

See Snaps.

Hasps and Staples

McKinney's "Perfect," $1.1 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—

See Axes.

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Walsworth's....40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 32 and 34 50&10%
Rolled Plate, Rolled Raised....70&10%
Plate Hinges "Providence" 6 to 12 in. ₩ D, 5c. 14 to 36 in. ₩ D, 4c.
Screw Hook and Strap. 6 to 12 in., ₩ D.. 3¼@3½c; 14 to 20 in., ₩ D.. 3@3¼c; 22 to 36 in., ₩ D.. 2¾@3c

STRAP AND T HINGES—
Light Strap Hinges....70@70&10%
Heavy Strap Hinges....70&10@70&10&10%
Light T Hinges....60&5@60&10&5%
Heavy T Hinges....66⅔@66⅔&10%
Extra Heavy T Hinges...70@70&10%
Long Chest Hinges....50@50&10%
Hinge Hasps....50@50&10%
Crate Hasps....50@50&10%
Crate Hinges....70@70&10%

SPRING HINGES—
Bommer's....50%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....60%
Kell's American....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔&5
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acme....30&5%
Acme, Brass....20%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....30%
Gem....33⅓%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....50&10@60&10%
N. E...₩ doz $7.80....60%
N. E. Reversible....₩ doz $5.60 60%
N. Y. State..₩ doz $4.90....60%
Shepard's Nos. 1, 2, 3....60&10%
Western, ₩ doz $4.20....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....60%
Parker....70&10%
Sargent's Nos. 1, 3, 5, 11, 13...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1888, Old Pat'n, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5, 70&5%
Double Locking, Nos. 20 and 25.70%
Empire, Nos. 101 and 103....70%
Niagara Gravity Locking, Nos 1, 3 and 5....70&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%
Stanley's Rolled....80&10%
Stanley's Rolled Center....3%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator....75&10%
Crescent Double-Bit....75&10%
Crucible Cut-Easy....75&10%
Cotton....75&10&10&5%
Dunlap's Boys', Ladies', Toy....30%
Garden....75%
Ladies' and Boys'....75&10&10%
Mortar....75&7½%
Iowa Crucible Socket....75%
Planter's....70&30%
Warren Hoe....60%
Weeding....75%

RYE—
Grub....75%
Sandusky Tool Co., S. & O. Pat. 60%
D. & H. Scovil....25%

Hog Rings and Ringers—

Hill's:
Rings....70&10%
Ringers....70&10%
Kohlers, Horse Nail, Ringers, ₩ gro. $9.00
Perfect Rings....₩ gro. $7.00@$7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....50@50&10%
Maslin Kettles....70@70&10%
Tinned Boilers and Saucepans.. 50@50&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&10&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75%
Manure....50%
Iowa F. T. Co.'s Clam....70%

BUSH—
Jennings & Griffin's....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....20%
Hammock Hooks, E. C. Stearns, ₩ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron....70%
Cotton, Box and Hay....60%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10
A. C.	25c	23c	22c	21c	21c.

40&10%
American, all sizes, 9½@10c....net
Ausable....26c 26c 26c 24c 22c. 40&10&10&5%
Anchor....22c 21c 20c 19c 18c....40%
C. B. K....25c 23c 22c 21c. 21c 40%
Capewell...19c 18c 17c 16c 18c..10&5%
Champlain..26c 26c 25c 24c 22c 40&5&2%
Clinton Fin. 19c 17c 16c 15c 14c. 20&10&5%
Essex....22c 26c 25c 24c 22c. 40&10@50%
Lyra, all sizes....9½c., net
Maud S....25c 26c 23c 21c. 21c 50&10&5%
Neponset....40%
Northw't'n. 25c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.50
Perkins Improved Snow....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

Horse Ties—

Covert Mfg. Co....45%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....30&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools....₩ doz. $4.00
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₩ doz. $6.00... 25@30%
No. 34....₩ doz. $15.00..25@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives. ₩ doz. $1.50,..20@25%
Butcher Knives....25@25&10%
Shoe Knives....25@30%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....40%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hematite....50&10%
Door Mineral....₩ doz. 60@65c
Door Por. Jap'd....₩ doz. 65@70c
Door Por. Nickel...₩ doz..$1.70@1.80
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98. 40%

Digitized by Google

Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....4(@4&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10&10%
New Departure, Low Wheel, 75&10%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.0 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co. Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—
Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—
Lead Pipe, full lengths.....₩ lb 6¾c
" " cut lengths.....₩ lb 7¼c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 37½c
Sheet Lead, full rolls.....₩ lb 7¾c
" " cut rolls.....₩ lb 8¼c
Quantity discount 2½%

Lemon Squeezers—
Berger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $2.50; 2, $3.35 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ dos. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 80&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $5.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....60%
Plate.....33⅓%
R. & E. Mfg. Co.....60@60&10%
Reading Hdw. Co.....60%
Sargent & Co.....60&10%
Yale.....net prices
CABINET—
Eagle Lock Co.....37½%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each.$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $3.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₩ dos...45@45&10%
Nos.....1 2 3
$32 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 45%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz. $12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....8 @80&5%
PICTURE—
Brass Head. Combination list....50%
Brass Head. Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....37½%
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled..., ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $4.80
Hex, off list.....$4.80
Hot Pressed, Square, off list..$5.00
Hex, off list.....$5.40

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....35%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....35
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¾ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1¼, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanising, Pure per lb 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality.. 70&10@75%
MISCELLANEOUS—
American Packing.....9c@10c ₩ lb
Cotton Packing.....12c@14c ₩ lb
Italian Packing.....11c@13c ₩ lb
Jute.....5¼c@5½c ₩ lb
Russian Packing...12½c@13½c ₩ lb

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.12@4.38
Lumber.....₩ gro. 6.37
Mascot, Hexagon .....₩ gro. 3.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....25&10%
Steer's Iron Planes.....50&10%
PLANE IRONS—
Auburn "Thistle", Ohio, Sandusky.....30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 2
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....30&5@35%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Wood's Extension Sight.....33⅓%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....35%@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@15%
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Disston's Samson Digger, ₩ doz. $34.00.....35%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.50
Iron Handle, No. 38...₩ doz. $ 5.00
Ryan's.....₩ doz., $30.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ dos $18.00, 20@25&10%
Disston's Pruning Hook.....₱ dos $12.00, 25@25&10%
Henry's:
Pruning Shears.....[illegible]&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ dos $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....60&10@50%10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 80%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 525, 3 in Deep Well Pump.....$17.00
No. 55, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 126, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 250, Fig. 403, Windmill Pump.....$13.50
No. 255, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 403, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 453, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 518, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 493, Bucket Spray Pump.....$5.50
No. 380, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ dos.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—
Barn Door, Light, In. ⅛ ¼ ⅜
Per 100 feet.....$1.40 1.95 2.80
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3½c

R. D. for N. E. Hangers:

	Small.	Med.	Large
Per 100 feet..	$4.00	5.50	8.00

Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 18..₱ foot, 3 c
Double Braced.....₱ foot, 3½c
Lanes':
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.65
Standard, 1¼ in.....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 5c
Sliding Door, Wr't Brass, 1⅛ n. ₱ ft, 25c.....25%
Terry's Steel Rail, ₱ foot.....3½c
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.20@$3.15
Lawn Queen, Impr'd, net ₱ doz. $3.50@$3.50
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon....net ₱ doz. $3.35@$3.00
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&10%&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—
Disston's.....75%
New Nicholson Horse Rasp..70&10%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Dec. 27, 1897:
Black Japanned.....40%
White Japanned.....30%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....40%
White Porcelain.....30¢
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40@40&10%
Hose with Burrs.....40@40&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....60%
Thousand, in bulk.....60%
Thousand, in papers.....60%
Coopers, in bulk.....60%
Block, and Carriage, in papers.60%
Hame.....60%
Belt with burrs, tinned or coppered.....60%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope -
Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 5½@ 6c
Manila:
7-16 in. and larger..₱ ℔ 10@10½c
⅜ in.....₱ ℔ 10½@11c
¼ and 5-16 in.....₱ ℔ 11@11½c
Hay Rope, Med.....₱ ℔ 10c
Sisal:
7-16 in. and larger....₱ ℔ 8½@8½c
⅜ in.....₱ ℔ ...@9c
¼ and 5-16 in.....₱ ℔ 9¼@9½c
Med. L'th Yarn.....₱ ℔ ...@9c
Hay Rope.....₱ ℔ 8½@ ½c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₱ ℔ 4½c
Chinese Sad.....8½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $33.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&50%

Sand and Emery Paper and Cloth—
Baeder-Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ℔ 16@18c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 25c
"Samson" Braided Italian Hemp.....₱ ℔ 23c
"Samson" Braided Linen, ₱ ℔ 56c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 35c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c. 15@15&7½%
B Quality, White ₱ ℔ 30c. 15@15&7½%
United States:
B Quality.....₱ ℔, 18c
C Quality.....₱ ℔, 16½c
White Cotton, Hard Braided. ₱ ℔.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10&10%
Sash Lifts Flush.....10%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....62½%
Bronze M. Knob.....62½%
Wrought Bronze and Brass....60%
Cast Iron.....66⅔%
Cast Bronze and Brass.....65%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Out, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Band 2 to 4 in. Wide.....50&10%
Band ⅛ to 2 in. Wide.....50%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....40%
Gang.....50&10%
Hand, Panel and Rip.....40&5%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 1¼ in. wide.....60%
Band ¼ in. to 1¾ in.....70%
Cross Cuts.....60%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....45%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....60%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....3 ⅞
Hack Saw Frames.....30%
Grimm's:
Complete'.....40&10%
Saw Blades.....40&10&50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $30.00 ₱ dos.....25%

Saw Frames—
C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.50

Saw Sets—
Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $8.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&30%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$15.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....60@50&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....40%
Chatillon's No. 2.....50&10%
Scale Beams, List Jan. 15, '99.40&10%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.05

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....30&5%
Standard Oil.....50&10%
WINDOW—
Porter Screw Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40&10%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $8.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50
Howard-Allard, low list.....50%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....33⅓%
"Handy" Ratchet.....25%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....80c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—
Brass, Flat Head.....77½&10%
Brass, Round Head.....72½&10%
Bronze, Flat Head.....72½&10%
Bronze, Round Head.....70%
Coppered, Flat Head.....75&10%
Coppered, Round Head.....72½%
Drive Screws, Diamond Point 82½%
Iron, Bright Flat Head.....82½%
Iron, Br't R'd & Oval Head.....80%
Nickel Plated, Iron Flat Head..72½%
Nickel Plated, Iron R'd Head..72½%
Silver Plated, Iron Flat Head..72½%
Silver Plated, Iron R'd Head..72½%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.70@70&10%
Hand Rail.....75@75&10%
Lag Screws. List Jan. 30, 1895.
Cone Point.....70&5@70&10%

BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $3.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W...40@40&10%
Jack Screws, Sargent's,...70&10&10%
Jack Screws, Stearns'.....40&10%
Piano Stool.....60%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....50&10%
Grass.....50&10%
Scythe Snaths.....50&10@50&10&5%

Seeders—
Raisin, Enterprise.....30@30%

Shaft Couplings—
Bradley's:
Buggy, No. 8, ₩ Set.....$2.25
Surrey, No. 9, ₩ Set..... $2.60

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trimm'rs, ₩ doz.$3.75
Clauss:
Scissors.....60%
Sheare, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors.....40%
Shears, Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1891.
60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895.
60&10@50&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade. No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2d Grade
Plain Back...	$9.30	$8.40
Strap Back....	8.40	7.80
Cleveland Pat'n	9.00	8.10
	C4. 3d Grade	D4. 4th Grade
Plain Back...	$7.50	$3.90
Strap Back....	6.90	6.30
Cleveland Pat.n	7.20	6.60

All other sizes add 30c doz. Black deduct 30. coz.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&10%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—
Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.50
Kraut Cutters, 26x12, 40x 9.....40%
Enterprise.....30@ 0%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.0 @$27 00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&20&50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40&10%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—
Covert Mfg. Co.....35&2%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—
TINNED IRON—
Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—
4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "B"—net List
Meriden Brit. Co. Rogers Bros.40&15%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—
Boardman's:
Britannia Spoons, Catalogue "B".....net List.
Nickel Silver, Catalogue "B" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
25% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....35%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....5c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—
Nichols Bros.:
Butcher 50%
Table 50%
Kitchen..... 5.%

Stocks and Dies—
BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks .....90@9'&5%
Carpet Tacks:
American, Blued....90&10@90&20%
American, Tinned...90&10@90&2.%
Swedes Iron Tacks:
S. S.....90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&35%
Common and Patent Brads.....75%
Finishing Nails.....75%
Gimp Tacks:
S. S .....90&30&5%
Hungarian Nails, Steel.....80&15%
Lace Tacks.....
S.S.....85&20%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S .....90&5%
Trunk and Clout Nails:
Steel, Black.....75&10%
Steel, Tinned.....75&10%
Upholsterers' Tacks:
S S.....90&30&5%

MISCELLANEOUS—
Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....50%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—
Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.40

Tapes, Measuring—
American Asses' Skin....40&10@50%
Leather Case.....25@30&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....50@60&10%
Pipe, 2 to 4.....70@70&10%

Telephones—
Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tin, Perforated—
Harrington & King Perforating Co.: IO 14x20, 112 Sheets in Box.

Numbers.	Per Box.	Per Doz.
1	$9.50	$1.55
2	$9.00	$1.55
3	$8.25	$1.35
4	$7.75	$1.30
5	$7.50	$1.30
5½	$7.25	$1.20
6	$7.00	$1.15
7	$7.00	$1.10
8	$6.75	$1.05

Chicago or New York delivery.

Tinners' Shears, &c—
Shears and Snips (P. S. & W.).30&5%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—
Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&10&5%

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co: No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb. Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.75
D. H. Fork, Steel Regular, e'ch .85
Double Grapple Fork, each...$3.10
Double Rail Steel Track complete with clamps, ₩ ft..... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.90
Floor Hooks, ¾ in. ₩ doz. .70
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .65
Hanging Hooks for Single Steel Track, ₩ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .55
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .65
Malleable Frame K. P. Pulleys, Fig. 676 ₩ doz.....$2.40

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .40
Nellis Fork, each.....$1 60
New Myers Iron Rod Car.....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T.$3.50
Single Rail Steel Track with clamps, ₩ ft..... .10
Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1 85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....7 0@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3 3 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....50@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ dz $2.50,15%
Mouse, Delusion..... 40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50: No. 2 ₩ gro., $15.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mart Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden 40%
C. E. Jennings & Co.:
Brick..... ....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick..... .....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box..... 60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....50@50&5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....5 &10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.. .....50&10%
Victor..... .....30%
Prentiss..... .....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@30%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%

SAW FILERS—

Bonney's Nos. 2 & $15,00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33..... .....33⅓%
Wentworth's..... .....40%

Vulcanizers—

National Cement & Rubber Mfg. Co No. 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....25&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....'5%
Bright Wire Goods, New list... 80@50&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...70@70&5%
Cop'd, Nos. 6 to 16 ....67½@67½&5%
Galv., Nos. 6 to 16.....67½@67½&5%
Tin'd, Tinned list Nos. 6 to 18... 70@70&.½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos. 27 to 36. 70@75&10%
Picture Wire.....New list 75&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ ₤.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$2.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....30%
Iron, Galvanized..... 3 %

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.80

Wrenches—

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$3.00@3.20
Alligator.....70%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....55%
No. 3 Pipe, Bright.....80%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Boardman's..... 30@35%
Coes':
Genuine..... ....40&10&5&5&5%
"Mechanics'."..... 40&10&10 &5&5&3
Donohue's Engineer.....40&10
Eagle Pipe.....50&10%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.... .....40%
Trimo Pipe.....50&10%
Acme .....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 1, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1898...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....40c
Linseed, City, Boiled, in barrels ₩ gallon.....42c
Out of Town on Spot..₩ gal.....40c
Calcutta, Raw, in bbls....₩ gal. 54c
Lard, Prime City.....₩ gal. 47@48c
Extra, No. 1.....36@38c
No. 1.....33@35c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₤.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₤ net.....6¼
In lots of 500 pounds and over, ₩ ₤.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ₤ 8½@9c
Litharge, Kegs, ₩ ₤.....5½@6c
Zinc, American, Dry, ₩ ₤....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....45 @—c

Dry Colors—

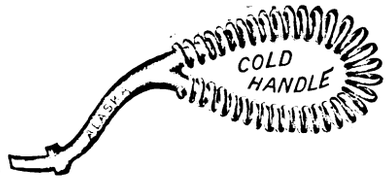
Blue, Chinese	₩ ₤	30	@35
Blue, Prussian	₩ ₤	29	@33
Blue, Ultramarine	₩ ₤	6	@30
Sienna, Italian, burnt & powdered	₩ ₤	4½@10	c
Sienna, Italian, raw & powdered	₩ ₤	3	@7 c
Umber, Turkey, burnt	₩ ₤	2½@3¾	c
Umber, Turkey, raw	₩ ₤	2½@3½	c
Green, Chrome, Ordinary	₩ ₤	4	@11
Green, Paris, in bulk,	₩ ₤	15@1	
Indian Red, American	₩ ₤	2½@ 3	c
Indian Red, English	₩ ₤	4½@8½	

Colors in Oil—

Black Lampblack, Best	₩ ₤	13	@15 c
Black Lampblack, common	₩ ₤	7	@ 10 c
Blue, Chinese	₩ ₤	35	@40 c
Blue, Prussian	₩ ₤	35	@35 c
Blue, Ultramarine	₩ ₤	16	@20 c
Sienna, bur't	₩ ₤	14	@18 c
Sienna, raw	₩ ₤	14	@18 c
Umber, burnt	₩ ₤	13	@16 c
Umber raw	₩ ₤	13	@16 c
Brown, Vandyke	₩	13	@18 c

ALASKA

STOVE HARDWARE.



These handles are always cold, fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by TROY NICKEL WORKS, ALBANY, N. Y.

Send for Catalog.

All Our Line is Marked ALASKA None Other Genuine.

The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.
Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.
Cycloid Cycle Co., Grand Rapids, Mich.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.
The Audit Co., New York N. Y.

Augers.
Russell Jennings Mfg. Co., Deep River, Conn
Underhill, Clinch & Co., New York.

Axes.
Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.
Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Calcium King Lamp Co., Waterbury, Conn.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Openers.
Smith & Hemenway Co., New York, N. Y.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Bronze Powders.
J. Manching & Co., New York.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co, New York.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.
Burr-Fesler Co., Batavia, Ill.

Coal Screens.
Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago

Countersinks.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cut Offs.

Cooney, Seiner & Co., Indianapolis, Ind.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bards'ey, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Standard Welding Co., Cleveland, Ohio.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enameled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co.. Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubbe Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co.. New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co Buffalo N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

Calcium King Lamp Co., Waterbury, Conn.
John H. Graham & Co., New York
Orient Electrical Co., Youngstown, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Coldwell Lawn Mower Co., Newburg, N. Y.
Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Lifters.

Troy Nickel Works, Albany, N. Y.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Bruce & Cook, New York
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
Heber Wells, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pattern Letters.

Heber Wells New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pokers.

Troy Nickel Works Albany N. Y.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co. Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Burr Mfg. Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.

Razor Strops.

William A. Shull, Philadelphia
Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
O. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia,

Safes.

Herring-Hall-Marvin Co., New York.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co, Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading, Pa.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N. Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York
Nickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Cutters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New, Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Stoves.
Troy Nickel Works, Albany, N.Y.

Stove Lining.
William M. Newton, Albany, N.Y.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.
Troy Nickel Works, Albany, N.Y.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.
Salem Nail Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Volgt Starr & Co., New York,

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
Williamson W. N. Co., Newark, N.J.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
Cleveland Twist Drill Co., Cleveland, O.
Kearney & Foot Co., New York.
Standard Tool Co., Cleveland, O.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Water Cut Offs.
Cooney, Seiner & Co., Indianapolis, Ind.

Welding.
Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing.
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.
John Sommer's Son, Newark, N.J.

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro, Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.
AND EVERY KIND OF
IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street. NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
American Railway Supply Co....15
American Ring Co....11
American Shearer Mfg. Co....46
Ames Sword Co.... 6
Arcade Mfg. Co.... 2
Armstrong Mfg. Co....14
Atlas Bolt & Screw Co....64
Atlas Mfg. Co.... 1
Ausable Horse Nail Co.... 3

B

Baeder, Adamson & Co.... 5
Bardsley, Jos....15
Barnes (Wallace) Co....48
Barnett (G. & H.) Co....64
Barrett, W. L.... 1
Berger Bros Co....14
Berger Bros. Co....48
Berger, L. D.... 4
Bicycle Step Ladder Co.... 6
Bigelow, J. F....11
Boardman (Luther) & Son....48
Bommer Bros....64
Brainerd-Tanner Co.... 2
Brass Goods Mfg. Co....48
Bruce & Cook....16
Bryan Mfg. Co.... 4
Burr-Fesler Co....10
Burr Mfg. Co....16

C

Calcium King Lamp Co.... 3
Capewell Horse Nail Co....64
Cary Mfg. Co....48
Champion Safety Lock Co....41
Champion Steel Range Co....18
Chatillon (John) & Sons.... 4
Clark & Cowles.... 5
Cleveland Stone Co.... 7
Cleveland Twist Drill Co....64
Clinton Wire Cloth Co....63
Coates Clipper Mfg. Co....10
Coes Wrench Co.... 7
Coldwell Lawn Mower Co.... 9
Conroy (P. J.) Co.... 6
Contractors' Plant Mfg. Co....41
Cooney, Seiner & Co....13
Covert Mfg. Co....11
Cronk Hanger Co.... 9
Cushman & Denison....37
Cycloid Cycle Co....10

D

Darby (Edward) & Sons....63
Dickinson, Thos. L....41
Disston (Henry) & Sons.... 5
Divine Bros.... 2
Dixon (Jos.) Crucible Co.... 5
Dunbar Bros....63
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co....15
Edgar Mfg. Co....18
Ellis & Helfenberger....46
Enterprise Mfg Co. of Pa.... 8
Erie Specialty Co.... 2
Estey Wire Works Co....41

F

Field (Alfred) & Co.... 6
Fitch (W. & E. T.) Co.... 1
Folding Paper Box Co....56
Fuller Bros. & Co.... 2

G

Gilbert & Bennett Mfg. Co....63
Glidden Varnish Co....38
Goodell Co....15
Gould Packing Co....63
Graham (John H.) & Co.... 8

H

Hanson & Van Winkle Co.... 2
Hardwaremen's Exchange....44
Hardware Publishing Co....59
Harrington & Richardson Arms Co....13
Harrison Bros. & Co., Inc....18
Hartley & Graham.... 1
Heinisch's (R.) Sons Co....64
Heller (W. C.) & Co.... 5
Herring-Hall-Marvin Co....41
Hickey (M. H.) & Son....43
Hill Dryer Co....16
Hill (N. N.) Brass Co....48
Holmes & Edwards Silver Co.... 6
Holroyd & Co.... 7
Howard Iron Works....41

I

Iowa Farming Tool Co....41
Ives (H. B.) & Co....14

J

Jennings (C. E.) & Co.... 1
Jennings (Russell) Mfg. Co.... 2

K

Kearney & Foot Co....41
Keuffel & Esser Co.... 3
Kilbourne & Jacobs Mfg. Co....37
Kimball Bros....14
Kohler (F. E.) & Co....45

L

Laflin & Rand Powder Co.... 1
Laflin & Rand Powder Co....36
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.... 2
Leonhardt & Co....14
Litchfield J. M....41

M

Magnolia Metal Co.... 1
Mann Wm. H....46
Marching (J.) & Co.... 5
Martin, James F....46
Mast (J. M.) Mfg. Co.... 9
McKinney Mfg. Co.... 9
Merchant & Co....14
Miles, Franklin S.... 3
Morrill, Charles....18
Mugford, A....41
Myers (F. E.) & Bro....16

N

National Enameling & Stamping Co....17
National Saw Co....10
N. J. Car Spring & Rubber Co....45
New Jersey Wire Cloth Co....61
New York Stamping Co....63
Newton, Wm. M.... 2
Niles Mfg. Co.... 2
North Bros. Mfg. Co....13

P

Parry Mfg. Co.... 4
Pastime Lawn Mower Co.... 9
Payson Mfg. Co.... 2
Peck (Fred W.) & Co.... 4
Pennsylvania Wire Works....63
Philadelphia Commercial Museum....45
Pike Mfg. Co....43
Porter Screen Mfg. Co....10
Prescott (J. L.) & Co.... 1
Putnam Nail Co....11

R

Reading Hardware Co....10
Remington Arms Co....
Rodgers (Joseph) & Sons.... 6
Rolfe, I....41
Root Bros. Co....43
Root Bros. Co....46

S

Salem Nail Co....65
Samson Cordage Works.... 1
Sargent & Co.... 43
Scranton (The) & Co.... 1
Sedgwick Machine Works....14
Silver Mfg. Co.... 3
Smith E. G.... 43
Smith & Egge Mfg. Co....13
Smith & Hemenway Co....64
Sommer's (John) Son....64
Standard Co....43
Standard Tool Co.... 1
Stanley Rule & Level Co....37
Stanley Works.... 1
Stebbins (Chas. J.) & Co.... 3
Stevens (J.) Arms & Tool Co.... 7
Steward & Romaine Mfg. Co....48
Stimpson (Edwin B.) & Son....64
Storm Mfg. Co....14
Stowell Mfg. & Fdry. Co....43
Sudlow, John W....11

T

Tie Co.... 1
Tower & Lyon....12
Townsend, C. C. & E. P....46
Troy Nickel Works....56
Tuck Mfg. Co.... 4

U

Underhill, Clinch & Co....15
Underh'll, Clinch & Co....15
Union Hardware Co....12
Union Metallic Cartridge Co.... 1
U. S. Desk, File & Cabinet Co.... 1

V

Van Wagoner & Williams Hdw. Co....64
Voigt, Starr & Co.... 5

W

Warren (J. D.) Mfg. Co....13
Waterbury Brass Co....42
Welch (T. F.) Mfg. Co....63
Wilkinson (A. J.) & Co....13
Williamson W. N. Co.... 7
Wright & Colton Wire Cloth Co.63

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MF'G. CO.

MANUFACTURE

WIRE CLOTH, NETTING
FENCING, GATES, FENCING TOOLS
WIRE GOODS, WIRE WORK
STABLE FIXTURES, RAILINGS, WINDOW GUARDS.
WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.

Eclipse CURRY COMBS

WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**



Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.

"Pennsylvania" Fruit Picker

This Cut almost speaks for itself—the device being so much like the human hand, shows at once the utility of the article.



AS A FRUIT PICKER IT HAS NO SUPERIOR.

It is made of Heavy Galvanized Wire, and Easily Adjusted to a Pole. It has been sold for several years, and the demand (as it is becoming known) is steadily increasing. The difficulty of detaching fruit and securing it unbruised is apparent to everyone so engaged. This overcomes the difficulty, and saves the finest fruit, which commands the highest prices. It will gather Apples, Peaches, Pears, Etc.

THE LOW PRICE AT WHICH IT IS SOLD

brings it within the reach of those who have but little fruit to gather as well as those who have large quantities.

Price per dozen, $3.50. *Liberal discount to the trade.*

EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE
BRISTOL, CONN. P.O. BOX 416

TRADE MARK



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS.

BRASS AND IRON GEARS. IN STOCK WITH CUT OR CAST TEETH.



SPECIAL WORK TO ORDER. SEND FOR OUR 1895 PRICE LIST.
T. F. WELCH MFG. CO., 64 SUDBURY STREET, BOSTON.

Digitized by Google

74 YEARS. ESTABLISHED 1825. 74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS CO., NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

ICE CREEPERS.



MANUFACTURERS, Edson B. Simpson & Son, 21 BRIDGE ST., NEW YORK.

The Atlas Bolt & Screw Co., Cleveland, Ohio.

Manufacturers of



Tire Bolts,

Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.

SEND FOR CATALOGUE.

Mention "HARDWARE"

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case ..... List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Jo's. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

NOTHING LIKE IT.



"PERFECTION" CEDAR.

SUPERIOR TO ALL OTHER CEDAR FAUCETS.

JOHN SOMMER'S SON, 355-365 CENTRAL AVENUE, NEWARK, N. J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.

Twelve Medals Awarded at International Expositions.



Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,

Philadelphia, Pa.

Buy the Best. TRADE C MARK. They are the Cheapest.



EVERY GENUINE CLEVELAND DRILL bears trade mark.

All Kinds of Twist Drills, Reamers, Taps, &c.

New York Store, 99 Reade St. **CLEVELAND TWIST DRILL CO.,** Cleveland, O. U. S. A.

BOMMER SPRING HINGES ARE THE BEST





"PRACTICALLY UNBREAKABLE" SAYS THE WORLD'S FAIR AWARD.

MADE OF WROUGHT STEEL, BRONZE & BRASS

Factory, 267-271 Classon Ave., Brooklyn, N. Y.



GEM

Spring Hinges.

Twenty Years of

SUCCESS.

BALL TIPS, Made in All Finishes.

Sold by Leading Jobbers.

MADE BY

Van Wagoner & Williams Hdw. Co.

CLEVELAND, O., and NEW YORK.

ALL NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 11. New York, September 10, 1899. $1.00 A YEAR

MAGNOLIA METAL

IN USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.
Room 524 Board of Trade Bldg., Montreal.
No. 49 Queen Victoria St., London, E. C.

—FOR SALE BY ALL DEALERS.—

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.
London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction; and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

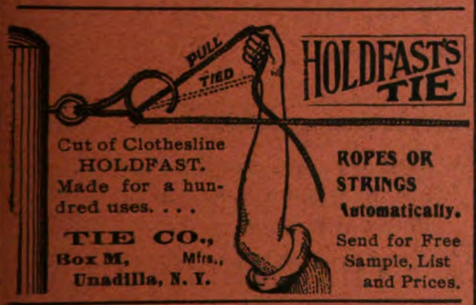
71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.
TUBE CUTTERS—for Glass Tubes

SEND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,
Box M, Mfrs.,
Unadilla, N. Y.

ROPES OR STRINGS tutomatically.

Send for Free Sample, List and Prices.



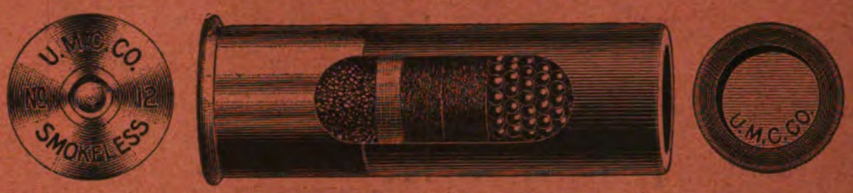
Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell **ENAMELINE**, the Modern Stove Polish. Paste, Cake or Liquid If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

U. M. C. "Smokeless" Shells

WITH NITRO POWDERS AND THE CELEBRATED U. M. C. No. 3 PRIMERS.

Give more universal satisfaction to Sportsmen than any other shell of the same Grade upon the market.

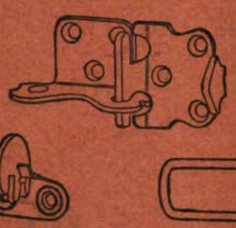


ABSOLUTE UNIFORMITY OF LOAD
insures accuracy and reliability under all conditions.
Write for price-list and descriptive matter.

Union Metallic Cartridge Company,

313 Broadway, New York. Bridgeport, Conn.

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.

THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

The Standard Welding Company,

THE NEW FIRM BIDS WELCOME TO THE PATRONS OF THE WELDING DEPARTMENT OF THE STANDARD TOOL CO.

Central Avenue and Cone Street,
CLEVELAND, OHIO, U. S. A.

Seamless Steel Tube,

Electric Welding of Metals,

Bicycle Parts.

New Illustrated Catalog on Request.

WHAT EVERY SPORTSMAN SHOULD USE.

PAGE 36.

NEW FIRM, NEW LIFE. Open to handle good lines for Export.

R. J. LOWENSTEIN,

Import - Export,

72 Beekman St. . . NEW YORK.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD,
37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood** We have combined **two principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* **101 Reade St. NEW YORK.**

Digitized by Google

Fuller Brothers & Co.,

139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.

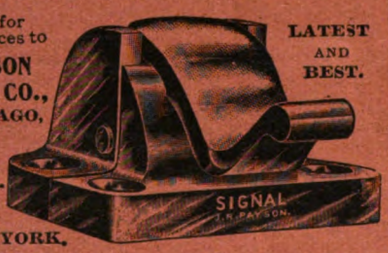


Our 1899 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it.

ERIE SPECIALTY CO., Erie, Pa.

PAYSON'S SIGNAL SASH LOCK.

Write for prices to PAYSON MFG. CO., CHICAGO, and 88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,

90 Chambers St., N. Y.

Mfrs. Hardware Specialties,

DICKSON TRANSOM LIFTERS AND OPENERS.

Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
R. T. Locking Pivot.

Also Agency . . .
W. N. BRUNTONS & SON, Scotland,
Mechanical and Music Wire and Steel Rods.
SEND FOR PRICES.

NILES PATENT D. A.

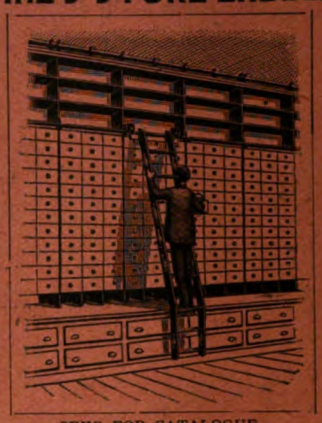


SPRING HINGES AND BLANKS.

Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. Co.,
18 E. Canal St., CHICAGO.

LANE'S STORE LADDER



SEND FOR CATALOGUE.

LANE BROTHERS CO.,
429-461 Prospect St., POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar— Gets as hard as brick—

MY FACE ON EVERY BAG

PRICES

$1.60 per doz. 10 lb. bags in 2 doz. lots
$1.00 per doz. 6 lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel

ADDRESS WILLIAM M. NEWTON
ALBANY, N. Y.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.
The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

HIGH GRADE

Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

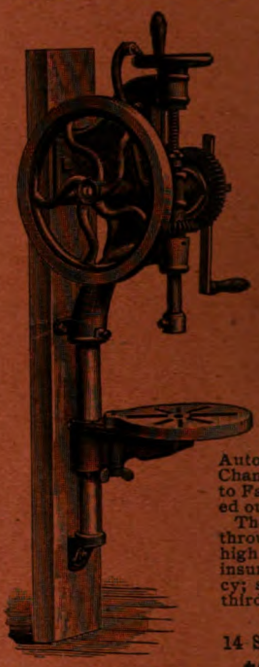
We are the largest manufacturers of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE DRILLS



FOR BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.

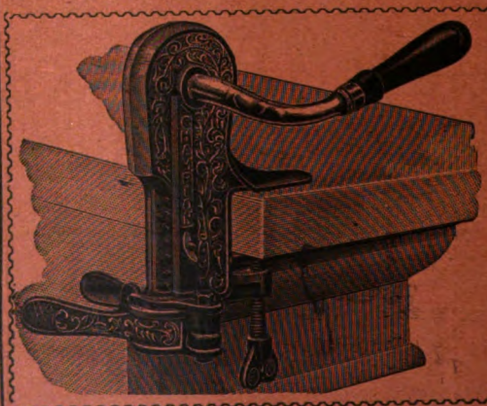
$6.00 to $65.00

Special discounts to repairmen.

EVERY DRILL GUARANTEED.

THE SILVER MFG. Co.

345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,
FREEPORT, ILL.

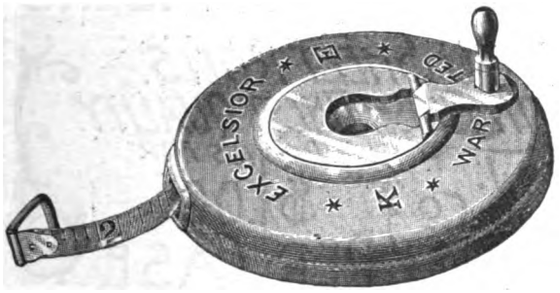
Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO NEWARK, N. J.
ADDRESS DEPARTMENT W

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

NAILS

103 Reade Street,

NEW YORK.

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DUPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON

For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

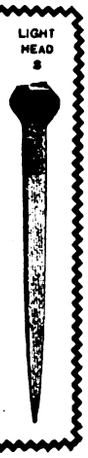
MANUFACTURERS OF

Ausable, Clinton, American

Hot Forged Hammer Pointed

HORSE NAILS.

The Ausable Horse Nail Co. is not connected with any Trust or Combination existing or projected.



Bissell CYCO-BEARING Carpet Sweepers

THE SWEEPERS THAT SWEEP CLEAN. . .



Beyond comparison the standard of excellence. For twenty-two years the acknowledged leader on the market.

Constantly Improved.
Always the Best.
Every One Guaranteed.

Bissell Carpet Sweeper Company,

LARGEST SWEEPER MAKERS IN THE WORLD

GRAND RAPIDS, MICH. - AND - NEW YORK.

Digitized by Google

OUR FAMILY CASE OF TOILET PAPER

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

RETAILS FOR $1.00 PER CASE.

A.P.W. PAPER CO. ALBANY, N.Y.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

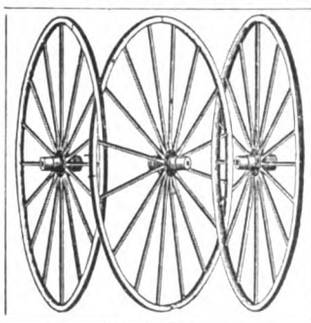
Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.





Do You Sell Wheels?

PARRY makes Buggy wheels. PARRY makes none but the best grades of Buggy wheels. PARRY uses nothing but genuine second growth Indiana White Hickory, thoroughly dried. PARRY wheels are easy to sell because they are good wheels, well advertised. You should get PARRY'S prices.

PARRY - BUGGIES - INDIANAPOLIS.



Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.

CHAMPION MODEL.



This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfgs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

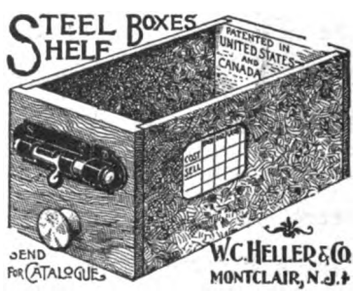
Henry Disston & Sons, Incorporated,

Philadelphia, Pa.



This is the **"Proper Clothes Line Reel,"** with which a line can be Stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, $1.25. Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.



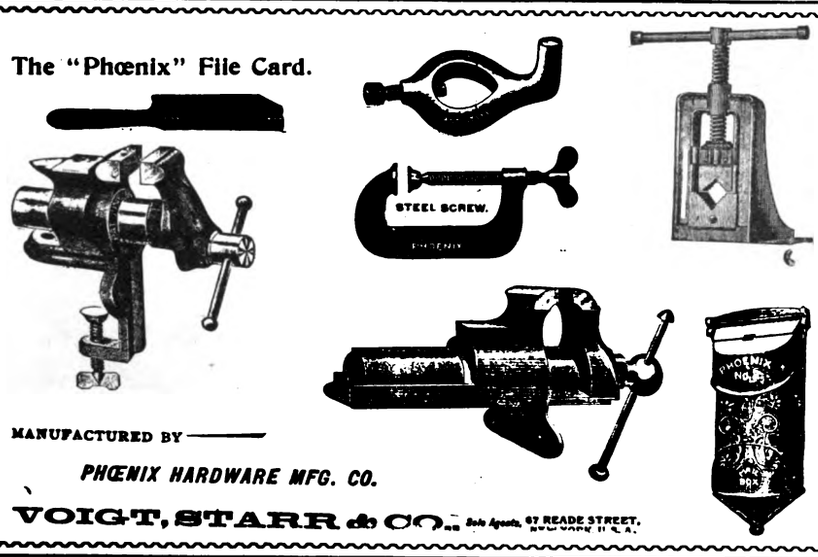
ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Penoils.
Dixon's Carpenter Penoils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

The "Phœnix" File Card.



MANUFACTURED BY

PHŒNIX HARDWARE MFG. CO.

VOIGT, STARR & CO. Sole Agents, 97 READE STREET, NEW YORK U. S. A.

You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO

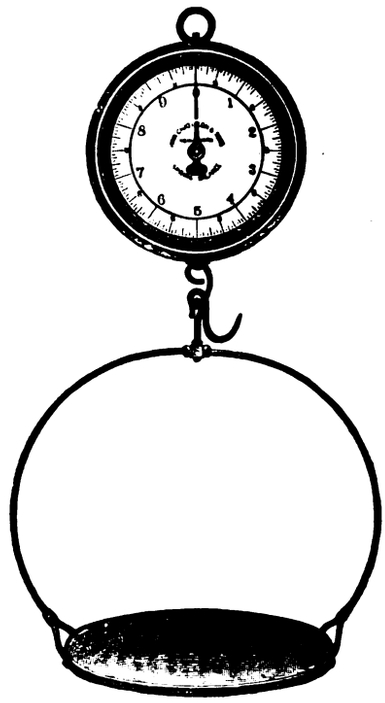
730 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.



Digitized by Google

CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

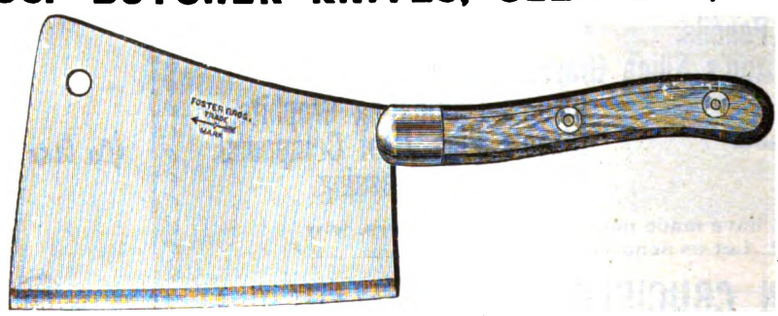


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



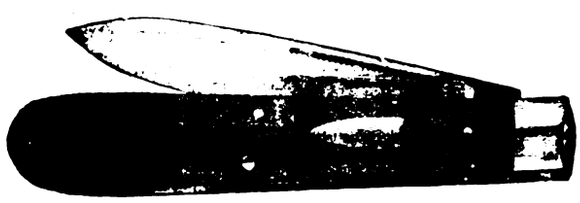
These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

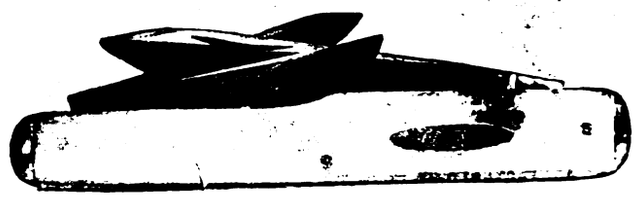
FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE COMPANY'S POCKET KNIVES.





Finest quality American Pocket Cutlery in large variety. Knives that are good sellers, and will give satisfaction to the user.

JOHN CHATILLON & SONS,

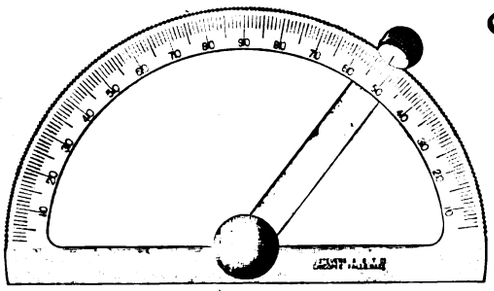
ESTABLISHED 1835.

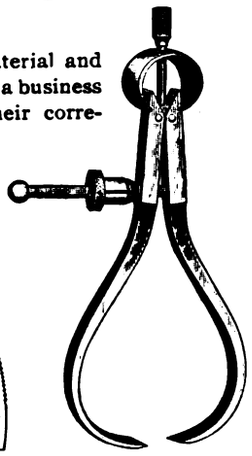
85 to 93 Cliff Street and 12 Jacob Street, NEW YORK CITY.

Digitized by Google

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .





J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

CORKSCREWS?

---YES, ALL STYLES.

One of the "Leaders."

No 8042.



KEEP TURNING NEED NOT PULL.

Cup flat on bottom prevents breakage.

Loose on screw centres readily.

A direct pull.

Write for Prices.

THE WILLIAMSON W. N. CO.,
Newark, N. J.

HARRINGTON & RICHARDSON ARMS COMPANY. . .

. . . MAKERS OF

HIGH-GRADE REVOLVERS.

Safe, Reliable, Accurate.

Cut shows our . . .

"Premier"

32 Calibre



WORCESTER, MASS., U.S.A.

Send for Complete Catalogue for other styles.

For Sale by Sporting Goods and Hardware Stores almost everywhere.



Scythe Stones.

LARGEST ASSORTMENT.
ALL GRADES OF GRIT.
NEAT APPEARANCE.
FINE GOODS.
QUICK SELLERS.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.

MANUFACTURED BY

COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.



Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

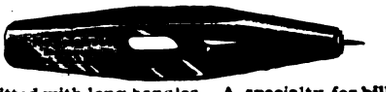
J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of STOCKS & DIES, TAPS, etc.



Holroyd & Co.,
Waterford, N. Y.

HORSESHOE MAGNET HAMMER.
WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.

ARTHUR B. ROBERTSON, Patentee and Sole Mfr., 185 Summer Street, Boston, Mass.

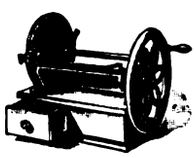
Digitized by Google



Sausage Stuffer and Lard Press



Meat Juice Extractor



Rotary Smoked Beef Shaver



Raisin and Grape Seeder

ENTERPRISE

Meat and Food

Choppers

TINNED

28 sizes and styles, $1.50 to $275.00



No. 5, $2.00



No. 2, $1.50



No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets Philadelphia, Pa., U. S. A.

New York Branch, 10 Warren Street



Power Meat Chopper

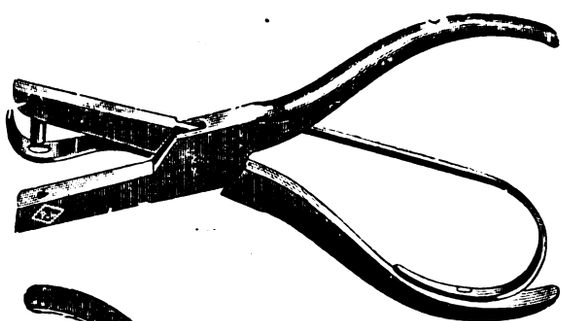


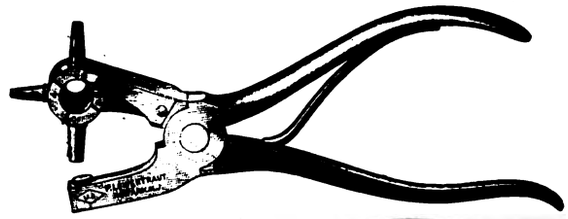
New "Rapid" Coffee and Spice Mill



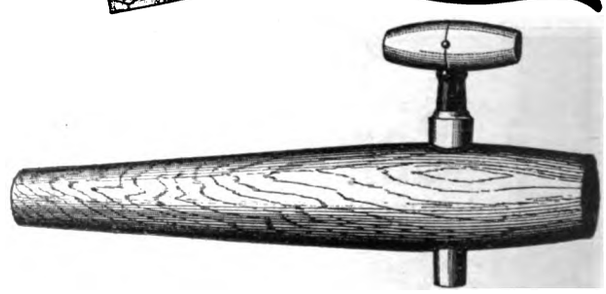
Self-Priming and Measuring Pump

HARDWARE SPECIALTIES.

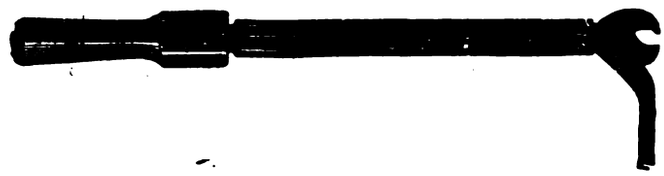












For information and prices, write to

JOHN H. GRAHAM & CO., Sole Selling Agents, **113 Chambers St., N.Y.**

P. O. Box 1042.

Digitized by Google

PATENT GRANITE STEEL WARE

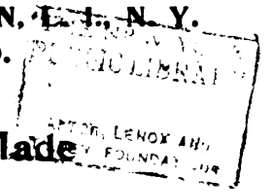
NATIONAL ENAMELING & STAMPING CO.

....MAIN OFFICE....

78 & 80 Beekman Street, NEW YORK.

....BRANCHES....

BALTIMORE, MD. ST. LOUIS, MO. MILWAUKEE, WIS.
BROOKLYN, N. Y. GRANITE CITY, ILL. BERLIN, L. I., N. Y.
PORTLAND, CONN. BELLAIRE, OHIO.



Producers of Everything That Can Be Made

—IN—

Enameled, Tin, Copper and Metal Ware.

THE BEST IS THE CHEAPEST. GRANITE STEEL WARE made by this Company is known throughout the entire country, and has stood the test of time. The goods are handled by every *PROMINENT HOUSE* from Maine to California. There is nothing better than the best, and nothing cheaper than the best in the long run.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures, Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - $3.50

Link and Valve Motions Simplified, Illustrated with 20 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - - $2.00

The Mechanics' Friend, A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—204 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures, Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - - $1.50

Skeleton Structures Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - - $1.50

Iron Truss Bridges for Railroads, The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated—Cloth, - $5.00

Metal Turning, By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making, A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing, A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary, A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy, A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting, Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.

Digitized by Google

CROSS CUT SAWS

SEND FOR PRICES.

THE NATIONAL SAW COMPANY,

NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

ALL METAL REPEATING AIR RIFLE.



5 Different Styles.
Send for Gun Catalogue.

3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.
Globe Sights. Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

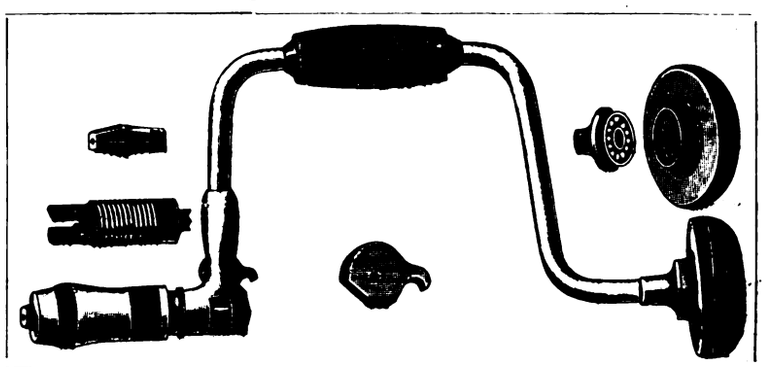
Cycloid Cycle Co., Grand Rapids, Mich.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.
Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

BLIZZARD No. 1.

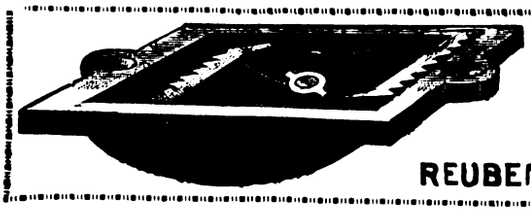


Patent applied for.

A Cold Day for Rats.

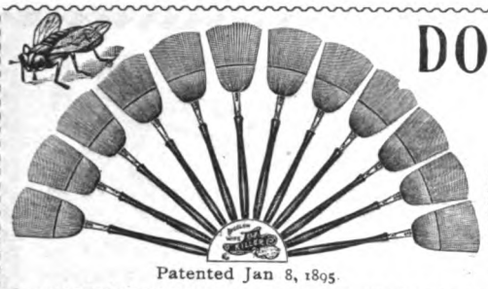
SET WITH SAFETY LEVER.
IT DON'T CRACK YOUR FINGERS.
No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, Pa.



Crescent Bench-Hook
AGAIN ON THE MARKET.
SIMPLEST. CHEAPEST. BEST.
MANUFACTURED BY
REUBEN FORD, Boston, Mass.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.

Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

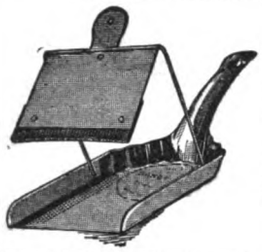
Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete

Household Specialty.



A Sink Cleaner and Shovel Combined. . .

Tidy housekeepers will throw away the dirty sink broom and buy the **Dandy Sink Cleaner** on Sight. . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer.

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

HORSE AND MULE JEWELRY.

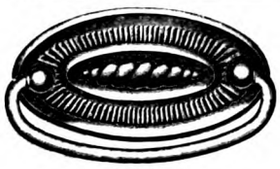


All **Tags** and **Labels** on genuine **Covert Snaps, Web Goods, Rope Goods** and **Chain Goods** bear the above **Trade-Mark.**

COVERT MFG. CO., West Troy, N.Y.



1000



1395



5046

American Ring Co.,

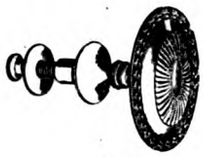
—Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.



070



1439



200



5042 Left Hand
5043 Right Hand



10007

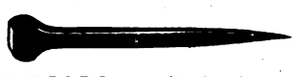
"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

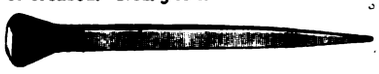
"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

TURF NAILS, Nos. 1 to 5.



FRENCH HEADS, will fill any shoe punched or creased. Nos. 3 to 8.



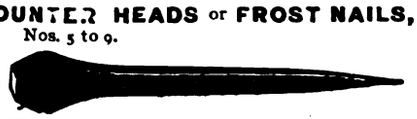
REGULAR HEADS, Nos 5 to 14.



CITY HEADS, for shallow creased shoes. Nos. 5 to 9.



COUNTER HEADS or **FROST NAILS,** Nos. 5 to 9.



PUTNAM NAIL CO.,

MANUFACTURERS OF

PUTNAM HOT FORGED AND HAMMER POINTED

AND

NEPONSET HOT FORGED AND SHARP POINTED

HORSE SHOE NAILS.

TRADE CORRESPONDENCE SOLICITED.

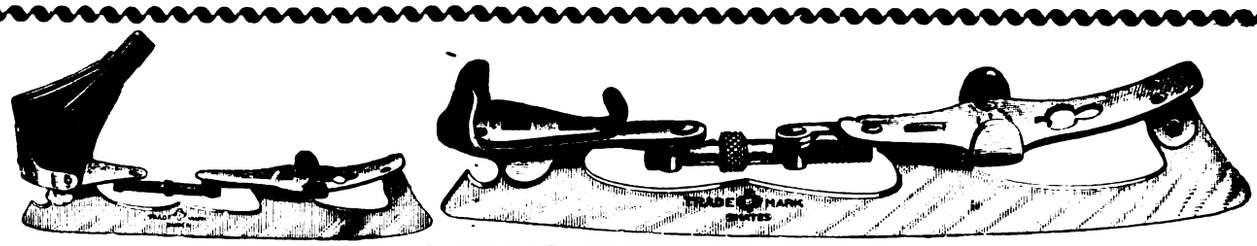
For terms and discounts address

PUTNAM NAIL CO.,

BOSTON, MASS.

Or 235 Lake St, Chicago, Ill. Or 12-14 Drum St, San Francisco, Cal.

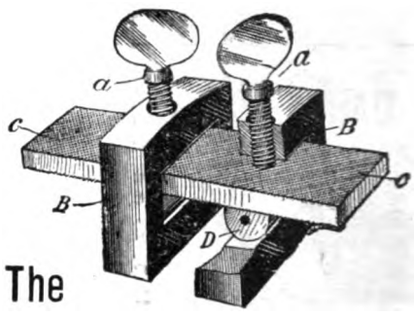
Digitized by Google



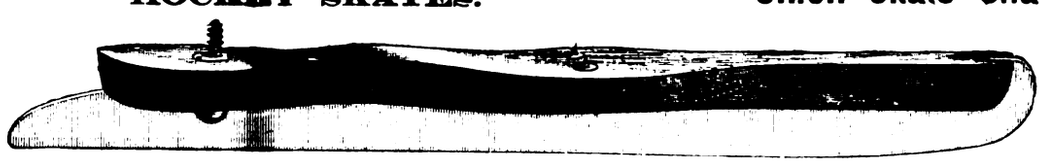
UNION CLUB SKATE.



HOCKEY SKATES.



The Union Skate Sharpener.



DONOGHUE RACING SKATE.

MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

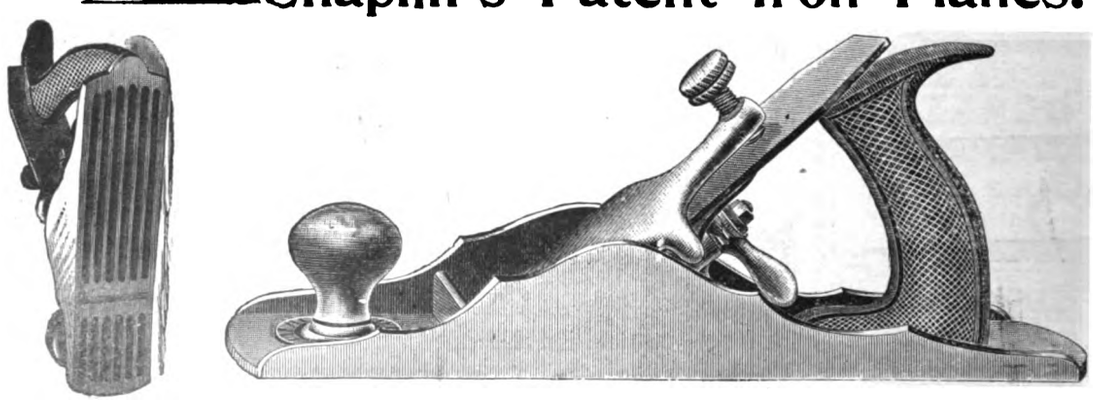
CARPENTERS and MACHINISTS' TOOLS.

TOWER'S CHAMPION SCREW DRIVERS.



See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.





Improved Clarks Pattern. Lavignes Patent.

TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

A TIME SAVER IS A MONEY MAKER.

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

Is a time saver and a money maker for both dealer and user. It requires less time to sell as its admirable points speak for itself. . . . .



It saves the users time because it will adjust to any position, making itself adaptable to the most awkward places. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

Strong Inducements to the Trade.

BEST CAST STEEL.



HANDY AND COMPACT.

WRITE FOR PRICES & DISCOUNTS.

A. J. WILKINSON & CO., 180-188 Washington St., BOSTON, MASS.

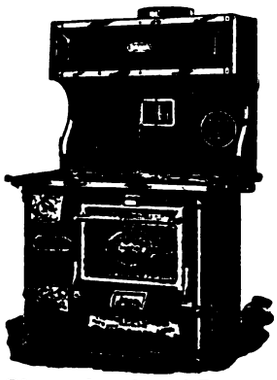
Herring-Hall-Marvin Co.,
Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,
54-56 Bleecker St., New York.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1853
Tools, Cutlery and Springs.



SCREW DRIVERS OF ALL KINDS - - SEND FOR CATALOGUE.

IMPORTANT TO Hardware Merchants.
CHART IN THREE COLORS,
16 x 44 inches.
Showing Photographic Reproductions Warren's New System
Portable Sectional Shelving.
Shipped to all Parts of the World.
Twenty different combinations described and priced. A copy mailed to dealers (without charge) on request.
Made by
J. D. WARREN MFG. CO.,
CHICAGO, ILL., U. S. A.



THE **CHAMPION** AND **MARQUART** are the only . . **Double Flue Steel Ranges** made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND OHIO.

PORTER SCREEN MFG. CO.,
MANUFACTURERS OF
Door & Window Screens,
Catalogue Free. BURLINGTON, VT.

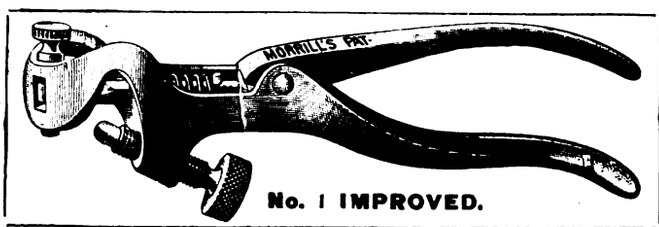
One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK
Registered, Pat. No. 20,572.
This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE MARK
Registered, Pat. No. 20,572.
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

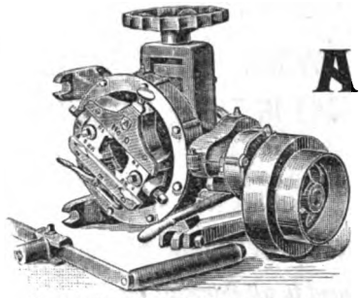
CHAS. MORRILL, 35 Warren St., N. Y

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

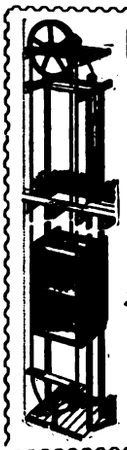
Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

—NEW YORK OFFICE: 130 CENTRE STREET.—



DUMB WAITERS and ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

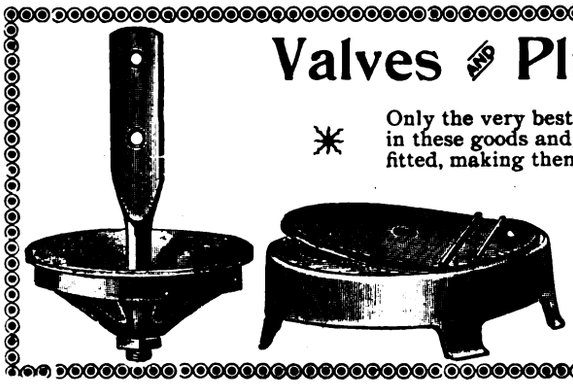
Send for New Catalogue.

SEDGWICK MACHINE WORKS,

80 Carroll st., POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.



Valves and Plungers.

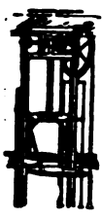
Only the very best leather and rubber are used in these goods and all are carefully and evenly fitted, making them the best of their kind. . .

BERGER BROS. CO.,

PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros. Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated,

PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



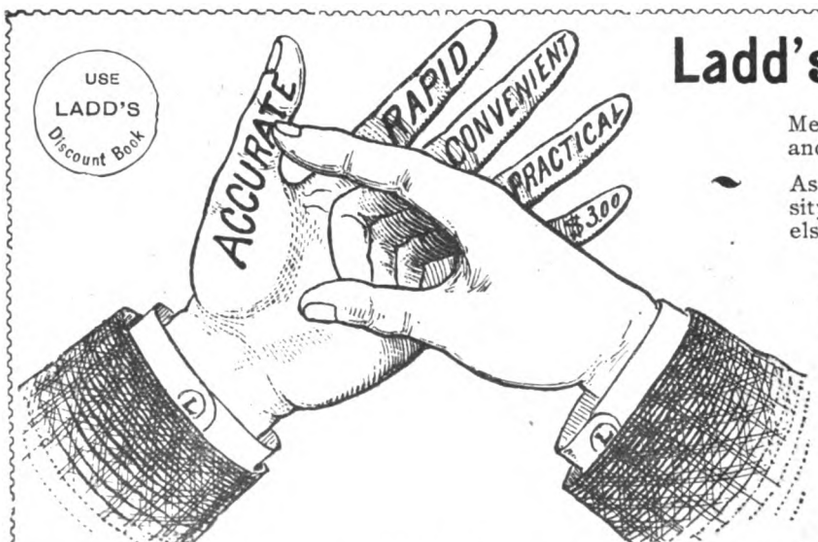
Leaders with the Trade

30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

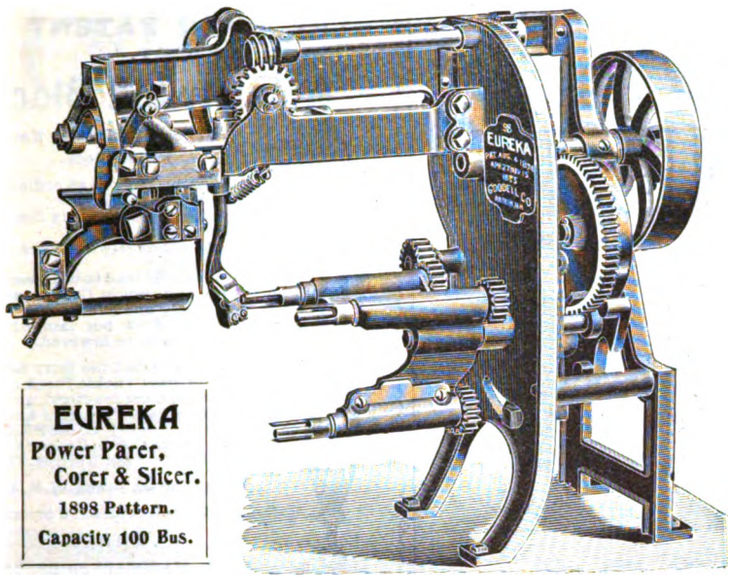
REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google



APPLE PARERS

FOR

EVAPORATORS, CANNERS, BAKERS AND FAMILY USE.

We make a large variety suitable for every want, for hand or power, from . . .

50c. to $20.00 each.

SEND FOR OUR CATALOGUE.

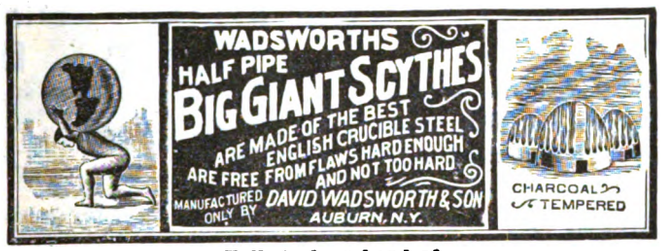
GOODELL COMPANY,

ANTRIM, N. H.

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

94 Chambers Street, NEW YORK.

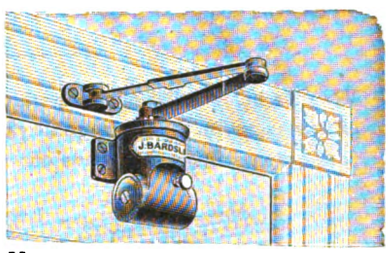


Full stock on hand of

D. WADSWORTH & SONS Big Giant and Clipper Scythes.

DERBY and BALL'S Snaths, No 45, 75, 100.

THE "BARDSLEY" Oil Door Check and Spring



HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size	A,	price each,	$3.50
"	B,	" "	4.00
"	C,	" "	5.00
"	D,	" "	6.00
"	E,	" "	7.00

LIBERAL DISCOUNTS TO THE TRADE.

JOS. BARDSLEY,

147 to 151 Baxter St., NEW YORK CITY.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,

Printers of all styles of Pencils,

215 Bowery, NEW YORK.

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse!
No injuries as caused by other Studs!
Great Saving of Horses and Horseshoes!
Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers.

LEONHARDT & CO.,

BERLIN-SCHOENEBERG, GERMANY.



FRANKLIN S. MILES

MANUFACTURER OF

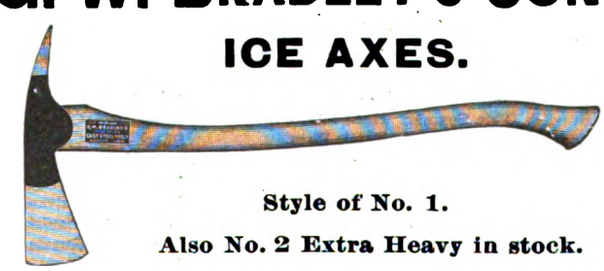
Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

G. W. BRADLEY'S SONS,

ICE AXES.



Style of No. 1.

Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &C.



F. E. MYERS & BRO.

ASHLAND, OHIO.

FULGER.CIN.

THE BURR PATENT STEEL

Safety Lift Block

A Perfect Self-Locking Rope Tackle Block.



Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .

BURR MANUFACTURING CO.

823 Society for Savings Bldg.,

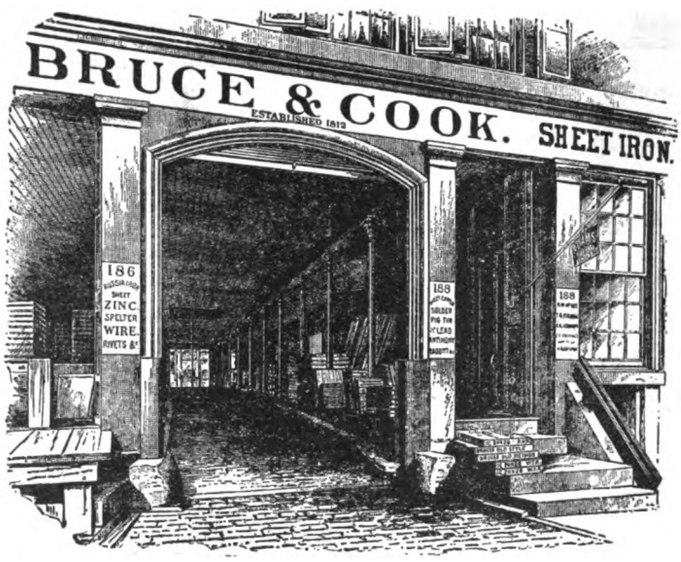
Cleveland, Ohio, U. S. A.

BRUCE & COOK,

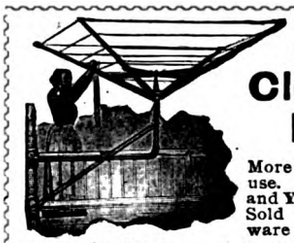
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



HILL Clothes Dryer.

More than 100,000 in use. Both Balcony and Yard Dryers. Sold by the Hardware Trade.

Send for Catalogue giving full description and prices.

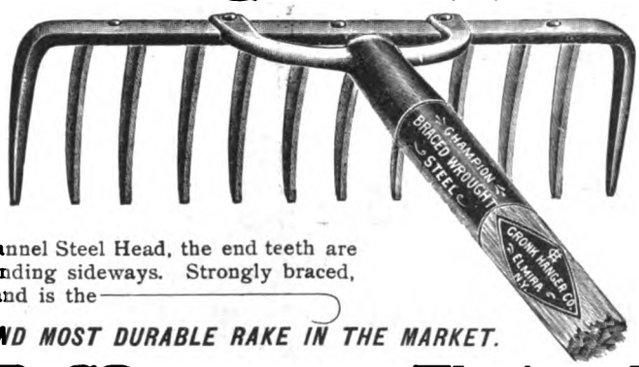
HILL DRYER COMPANY, Worcester, Mass.

A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

CRONK'S CHAMPION BRACED WROUGHT STEEL GARDEN RAKE.

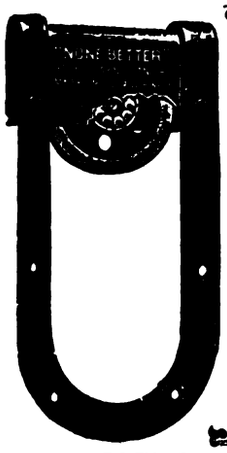


(Patent Allowed)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the

STRONGEST AND MOST DURABLE RAKE IN THE MARKET.

CRONK HANGER CO., - - Elmira, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O Box 1042), 113 Chambers St., NEW YORK.

When you want to buy Strops, write for Shull's Catalogue and Prices.

I Mfg'r. Strops with Merit

"THE ORIGINAL"

ORIGINAL TRADE MARK REGISTERED

SOLE

"THE DEWEY"

FOR RAZOR USE ONLY

WM. A. SHULL STROPS

...THE WORLD'S STANDARD...

PHILA·PA·U·S·A·

Don't let any one deceive you. Consult and buy ONLY "Shull's."

I Mfg'r. Strops with Merit

"THE PERFECTION"

M F G, R.

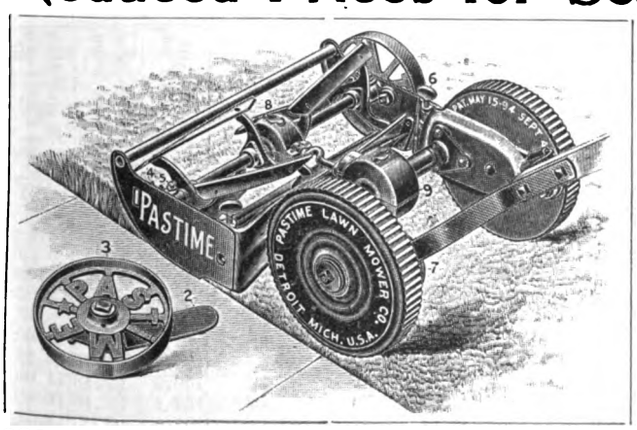
"THE SCHLEY"



FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

Reduced Prices for Season 1899.



Pastime Mower & Trimmer

CONVERTIBLE FROM MOWER TO TRIMMER IN 5 SECONDS.

It leaves no ridges. . . . .

It Trims to 1-4 of an inch of any object.

It can be sharpened by the user.

SEND FOR CIRCULAR AND PRICES.

N. B.—We have the best Weed Extractor in the market.

PASTIME LAWN MOWER CO.,

Detroit, Mich.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

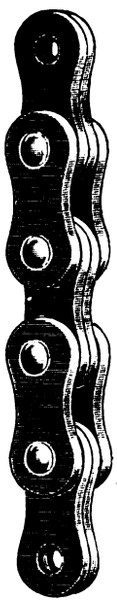


SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING LEADING HARDWARE FIRMS WHO DEAL IN OUR GOODS EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO.,	Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO.,	Mobile, Ala.
BECK & GREGG HARDWARE CO.,	Atlanta, Ga.
LEE-GLASS-ANDREESEN HARDWARE CO.,	Omaha, Neb.
JONES HARDWARE CO.,	Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

PHILADELPHIA.

NEW YORK. CHICAGO

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



Patented August 18, 1891. November 10, 1896. February 14, 1899.

The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



Patented Aug 18,'91 Nov. 10,'96 Feb. 14,'99.

EDGAR Nutmeg Grater.
Price 10c.

EDGAR MFG. CO., READING, ...MASS.

From "Hopkins' Handy Notes and Queries."

SHEET ZINC.

Zinc Gauge.	Stubs' Wire Gauge.	Weight per Sq. Foot.	Approximate Weight per Sheet. 24 x 84	26 x 84	28 x 84	30 x 84	32 x 84	34 x 84	36 x 84	40 x 84
	-	oz.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.
6	29	7	6⅛	6⅝	7⅛	7⅝	8¼	8¾	9¼	
7	28½	8	7	7⅝	8⅛	8⅝	9⅛	9⅝	10⅛	
8	28	9	7⅞	8½	9¼	9¾	10⅜	11⅛	11¾	
9	27	10½	9¼	10	10¾	11½	12¼	13	13¾	
10	26	12	10½	11½	12	13	14	15	16	
11	25	13½	12	13	14	15	16	17	18	
12	24	15	13	14	15	16½	17½	18½	20	
13	23	17	15	16	17	18½	20	21	22	25
14	22	19	17	18	19½	21	22	23½	25	28
15	21	22	19	21	22½	24	25½	27	29	32
16	20	25	22	24	25½	27	29	31	33	36
17	19	28	25	27	29	31	33	35	37	41
18	18	31	27	30½	32	34	36	38	41	45
19	17	35	31	33	36	38	41	44	46	51
20	16	40	35	38	41	44	47	50	53	59

BAR AND SHEET LEAD.

WEIGHT IN POUNDS.

Thickness, or Diameter, or Side; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.	Thickness, or Diameter, or Side; Inches.	Sheets per Square Foot.	Square Bars 1 Foot Long.	Round Bars 1 Foot Long.
1/16	3.71	.02	.014	1 1/16	63.2	5.6	4.4
1/8	7.43	.079	.06	1 1/8	66.87	6.26	4.91
3/16	11.	.175	.136	1 3/16	70.51	6.98	5.5
1/4	14.08	.31	.245	1 1/4	74.35	7.74	6.1
5/16	18.05	.486	.38	1 5/16	78.65	8.55	6.73
3/8	22.02	.695	.549	1 3/8	81.76	9.38	7.38
7/16	26.	.948	.745	1 7/16	85.48	10.18	8.05
1/2	29.75	1.25	.975	1 1/2	89.28	11.	8.75
9/16	33.49	1.55	1.24	1 9/16	93.	12.05	9.50
5/8	37.18	1.95	1.51	1 5/8	96.78	13.15	10.25
11/16	40.87	2.33	1.85	1 11/16	100.5	14.15	11.06
3/4	44.58	2.8	2.2	1 3/4	104.1	15.18	11.88
13/16	48.28	3.28	2.58	1 13/16	107.8	16.30	12.76
7/8	52.12	3.8	2.98	1 7/8	112.3	17.45	13.66
15/16	56.05	4.35	3.41	1 15/16	116.	18.10	14.61
1	59.48	4.95	3.9	2	119.6	19.78	15.58

SHEET LEAD IS MADE TO WEIGH, PER SQUARE FOOT: 2, 2½, 3, 3½, 4, 4½, 5, 6, 7, 8, 9, 10 pounds, and upwards.

Digitized by Google

HARDWARE

"The man without a country." W. W. astor.

It seems to an ordinary observer that the thing which is the most hazy in the Dreyfus court martial, is the status of Esterhazy.

The Kilbourne & Jacobs Mfg. Co., of Columbus, Ohio, have made a good beginning in the shipment of their useful specialties to Japan.

There are some people who hate like everything to carry an umbrella, unless it's *somebody else's*, or to spend a dollar unless it is one they have recently "borrowed."

Many a man goes through life wanting the earth, who if he died tomorrow would puzzle his folks to know where he could obtain enough of it to make a successful "plant."

I remember an old traveler who centralized his wisdom when he said, "One undiscriminating bookkeeper could close up more accounts in one month, than two drummers could open in six."

The salesman who scatters his special terms too freely, deserves but little encouragement; he's too previous. It would be better to remember that umbrellas are the most serviceable when it rains.

Mr. George H. Harper formerly with the Matthai-Ingram branch of the National Enameling and Stamping Co., will be the general manager of the sales department of Clendenin Bros., Baltimore, after August 31st.

Taking into consideration Mr. Astor's expressed desire to "wash his hands clean of everything American," it would seem to an unprejudiced observer, as though the final syllable in his cognomen was a superfluity.

Now when Grand Jury authority has decided that carbolic acid may be safely used to demonstrate the acrimonious state of mind of a jealous dame, even though the victim should die under it; why wouldn't "Diabolic" be a more appropriate front name for it.

J. B. Nellegar, president of the Wells & Nellegar Co., Chicago, Ill., returned quite recently from a tour in Europe lasting two months, during which he visited many parts of England, and the Continent. He reports having found abundant evidences of great prosperity.

Neal & Brinker, No. 168 Church Street, New York, have been appointed Eastern selling agents of the Best hack saw and power saw blades also the Culley saw and butcher saw blades. These goods are manufactured by the saw department of the Fitchburg File Works, Fitchburg, Mass.

From an enquiry addressed to Acting Mayor Guggenheimer, it is noted that American sausage links have become as popular in Germany as golf links are here; these pork products of ours it is believed will soon "hog" the German markets, and this is by no means the *wurst* thing that could happen to us.

It is to be hoped that the fifty-sixth Congress will favor the growing sentiment which has been agitated for a number of years, that of having a department of commerce with a head of ability. As the very life of the nation is dependent upon its commercial condition, it would seem as though interests of so much importance should have a direct cabinet representative.

J C. McCarty & Co., No. 10 Warren Street, New York, have been appointed agents of the Bay State Forge, Cambridgeport, Boston, Mass., manufacturing a complete line of toe calks, blunt, half sharp and sharp, long, medium and extra long, in all sizes from No. 0 to 7. J. C. McCarty & Co. will carry an assortment of these goods in their warehouse stock for trade convenience.

W. C. Heller & Co., recently shipped by steamer *Messaba*, 5655 steel shelf boxes to England; the shipment including also five complete cabinets. A shipment to Hull, England, will follow next week. While these shelf boxes have only been introduced to the foreign markets a little over a year, the manufacturers find the demand to be increasing immensely, coming from all parts of the world.

President George H. Sargent of the Hardware Club started on his homeward trip across the briny deep on the 6th inst. He will be a passenger on the maiden voyage from Liverpool of the White Star steamer *Oceanic*. The steamer will have on board including a crew of 420, close upon 2000 people, 375 of whom will be first cabin passengers. So the distinguished Hardware presentative will not be lonesome.

Mr. J. E. Buck, who has been prominently identified with the trade press of St. Louis for eight years, the last two years of which time he edited *Stoves and Hardware Reporter*, has severed his connection with that publication to accept a more lucrative position in Philadelphia, where he becomes a member of the editorial staff of the *Implement Age*. From 1896 to 1898 he was secretary of the Implement and Vehicle Board of Trade.

In connection with the G. A. R. Encampment held last week, the following invitation, in two colors, on very handsome stationery, with a spread eagle design, was mailed to their friends: "The Supplee Hardware Company realizing that many of their friends will visit Philadelphia during the G. A. R. Encampment, September 4th to 9th, 1899, inclusive, invite you to make their offices your headquarters during your sojourn in the city."

The Union Metallic Cartridge Co, Bridgeport, Conn., are distributing a large edition of the "Game Laws of the United States and Canada," which is a compilation of the gunning laws, with special reference to seasons, and other provisions and restrictions in force in the various States and Territories of the United States and the Provinces of Canada. As this edition includes the legislation of 1899, it is an unusually desirable volume to write for.

Some of the thinking men of Germany believe it would be of great economic advantage to that country if the agricultural class would increase its cultivation of grain and other products and not buy so much from this and other countries, making the tariff high enough so as to protect the German farmer. As Germany's import of food articles in 1897 amounted to 250,000,000, it is supposed they will go without a meal a day for national reasons, so as to change the adverse trade balances which have existed for a long time.

Digitized by Google

HARDWARE

VOL. XIX. SEPTEMBER 10, 1899. NO. 11

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
E. N. ROOT, - - - - Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The same old story is told all over the country by every dealer enterprising enough to be in the forefront of our progressive business. The entire trade is in the full tide of the wave of prosperity. Demand for almost everything of a seasonable character indicates a phenomenal season for sales, while the supply of goods upon orders that have been booked for months is in some cases appallingly inadequate. Even the most methodical buyers who anticipate their wants by entering orders a long way ahead of a specified delivery, suffer with the rest. Many of the old orders given at low prices in the early Spring for staple requirements, because they were ordered from manufacturers too improvident to purchase material for their date of completion, are as yet in unfilled serenity. The filling of the orders would be at a positive loss through no fault of the buyer, but entirely owing to the speculative propensities of the manufacturers, who in the Spring, could not coax themselves to believe that the prevailing advance in quotations would last longer than a month or so.

How many firms are there, blest with fair stocks made slightly excessive by early deliveries on orders, that disposed of their line of staples to Spring trade at prices showing a good profit on actual cost, but which cannot to-day be bought within a large percentage of those quotations. Yet this will ever be. The anxiety to make a sale, the satisfied feeling of a fair profit largely in excess of previous percentages, a knowledge that stocks are somewhat heavier than usual, the probability of tempting a new customer—all these motives and many more usually accompany business done on a rising market.

It will not be plain sailing on the ocean of traffic during this season. Raw material is in too many cases simply unobtainable, and anything but prompt deliveries even in fragmentary quantities will be the feature of the relations existing between the manufacturer and the jobber.

The tone of the market is strengthened materially by the sustained demand, even under the maintenance of quotations deemed unnecessarily high, but not prohibitory; goods composed largely of material in which labor enters but little, showing the greater percentage of increase in price. A few conservative manufacturers doing a successful and profitable business in their well-known specialties, have made few if any changes, preferring a diminished profit to radical advances in established retail prices long maintained.

Jobbers are more inclined this season to take the full profit permitted by the filling of old orders; the disposition so noticeable in the Spring of throwing away advantages secured by wise buying being less noticeable. The retail demand continues excellent although the full advance on present prices is not always obtained in making sales to a critical consumer.

Terms on Hardware.

In June, of this year, the American Steel & Wire Co. announced that beginning with July 1st, their terms on their product would be changed to thirty days net, with no discount whatever for prepayment.

This announcement certainly came as a surprise to the trade, and was strenuously opposed by many of the leading jobbers without avail. It is now regarded as one of the "Signs of the Times" and has undoubtedly come to stay.

This company found, what many have not realized, that in giving the jobber and retailer two per cent. discount on their purchases when paid for in ten days, they were giving them a discount equal to the rate of fifteen per cent. per year. They rightly concluded that this had ceased to be sound business policy, and unjustifiable when they could borrow all the money they might need to carry the accounts at less than six per cent.

The time is rapidly approaching when the discount for cash on all descriptions of Hardware will be either lessened for the same reason, or done away with entirely.

When the terms of sixty days, with two per cent. off for cash in ten days were adopted, it was done for the express purpose of encouraging slow-paying customers to settle more promptly, and but a very small percentage of those in the business, that were sought to be benefited, took advantage of it. As the country became more prosperous, and money less scarce, a larger number of dealers were enabled to take advantage of the discount for cash and the greater then became the burden to the manufacturer and jobber, because they were giving their customers, in a number of instances, two and one half times what it would cost them to borrow the money and carry the accounts to maturity. This manufacturing company has simply taken the initiative in a custom which is destined soon to become quite general in the trade, because these are the days when the close buyer haggles over a cent and in larger transactions, over even the fraction of a cent.

Those who adopt these terms are placing themselves in a stronger position, one where they can give the purchaser every advantage possible in the way of price, and as the public become more familiar with the benefits to be derived from this course of action the more will they regard the terms with favor.

Industrial Sunshine.

With magnificent crops on every hand, turning wealth into the coffers of the agricultural consumer, who has already tasted the fruits of prosperity in the plentitude of nature's bounty. He is now engaged in scheming how to expand his output by increasing his natural facilities. The laborer and skilled artisan in almost every industry are straining to the utmost to double the

Digitized by Google

amount of employment formerly required, with increasing pay in each successive pay-roll as an incentive to increased exertion; they too have needs to supply and wants to dwell upon, better houses to live in, and handsomer equipment of the same to make glad the hearts of the local dealers, who are only too willing to entertain their increasing importance as purchasers. Savings banks all over the happy land show increasing hoards, the proverbial laying aside for a rainy day, augmenting in an encouraging ratio the number of the frugal among our citizens, until the time may possibly arrive when the stigma of improvidence will be placed in the background as a national characteristic.

No one can predict the increasing prestige which may but a few years hence, make us the grandest industrial nation on the face of the globe. Excelling in every line of creative industry in which the established precedents of centuries of employment—blazoned in the annals of nations—shall fail to become even the object lessons, which industrial excellence should always command, except in a country where mechanical skill surpasses in prominence and excellence the standards of achievement which have formed epochs in long ages of progressive development.

It is sad to see a tendency in some quarters towards industrial unrest with which professional agitators afflict the work-blest laboring classes. Because employment is plentiful on every hand with good pay, they feel as though they can risk weeks of idleness to accomplish some form of coercion towards a harassed employer, which a few years ago would have been regarded high treason against the benevolent manufacturer, who frequently at that time ran his factory at an inadequate profit, only to keep his workmen together, his wheels at work and the fires of his forges lighted. Gratitude toward the dispenser of employment, the provider of the field of labor, the glad patron of the pay-roll, is not a distinguishing characteristic among the restless workmen of these indulgent times. It does not need any Cleveland strikes, Brooklyn disturbances, or industrial anarchy in many other places, to realize that when the working forces see a chance to show how dictatorial they can become they hesitate but a little to prove their power, and selfish and unnecessary demands jeopardize the prosperity so gladly welcomed a few months previous.

Exports to Our Provinces.

Exports from the United States to Cuba, Porto Rico, Hawaii, and the Philippines were, according to a statement just prepared by the Treasury Bureau of Statistics, larger in the fiscal year just ended than in any preceding year in the history of our commerce with those islands. Even the reciprocity years, 1892, 1893 and 1894, in which the exports from the United States to Cuba and Porto Rico were greatly increased, do not show as large a grand total as does 1899 with all of the disadvantages of war conditions which prevailed in Cuba, Porto Rico and the Philippines during a part of the year. To Cuba, the total export for the year does not reach the large figures of the two full fiscal years, 1893 and 1894, in which the reciprocity treaty with Spain was in operation, and to Porto Rico the total export of 1899 was slightly less than that of 1892, during three-fourths of which the reciprocity treaty was in operation, or 1894, in all of which it operated. To Porto Rico the total exports of the fiscal year 1899 are nearly 25 per cent. in excess of the average annual export during the preceding decade; to Cuba they are nearly 50 per cent. greater than the average during the preceding decade; to Hawaii, they are more than twice as much, and to the Philippines more than three times as much as the average annual exports during the preceding decade. These figures, it is proper to add, do not include the exportations to the islands in question by the Government either for use of its troops or in aid of the temporarily destitute.

While the total imports into the United States from these islands is not as large as in earlier years of the decade, this is due solely to the fact that they did not have the supplies for exportation, this being especially true of Cuba whose sugar plantations and works were so largely destroyed during the war with Spain. That our imports from these islands are rapidly increasing, however, is shown by the fact that those from Cuba in the year 1899 were 66 per cent. greater than in 1898; those from Porto Rico, nearly 50 per cent. greater than those of the fiscal year 1898, and those from the Philippines nearly 20 per cent. in excess of those of last year, while those from Hawaii show a slight gain over last year and an increase of 30 per cent. over the fiscal year 1897.

The New England Hardware Dealers' Association.

The next regular monthly meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on the evening of the 13th inst. "Local Associations" and "Hardware Prices and Price Lists" are the subjects which have been selected for the discussion, usually encouraged at these gatherings. Among the speakers who are announced to participate are the following: G. E. Russell, president, and H. L. Russell, secretary, of the Springfield Hardware Social Club, Springfield, Mass.; A. H. Decatur, of Baldwin, Robbins & Co., Boston, and several others. There is every reason to believe a full attendance of members will be one of the features of the occasion, and that subjects of such vital interest will be handled in an interesting and entertaining manner.

Patents and Trade Marks in Cuba and the Philippines.

An official circular has recently been issued by the War Department at Washington, stating that in the new territories of the Islands of Cuba, Porto Rico, and the Philippines, now subject to Military Government by the forces of the United States, owners of patents, including design patents which have been issued or which may hereafter be issued, and owners of trade-marks, prints, and labels, duly registered in the United States Patent Office under the laws of the United States, shall receive the protection accorded them in the United States; and an infringement of the rights secured by lawful issue of a patent or by registration of a trade-mark, print, or label shall subject the person or party guilty of such infringement to the liabilities created and imposed by the laws of the United States; provided, that a duly certified copy of the patent of the certificate of registration of the trade-mark, print, or label, shall be filed in the office of the Governor-General of the island wherein such protection is desired; and, provided, further, that the rights of property in patents and trade-marks secured in the islands of Cuba, Porto Rico, the Philippines, and other ceded territory, to persons under the Spanish laws, shall be respected in said territory, the same as if such laws were in full force and effect.

THE GARLAND MAGAZINE, Trade Edition. This is a publication of the Michigan Stove Co., Detroit. Very handsomely gotten up, quarto in shape and 9 x 12 inches in size, printed on first-class coated paper, and filled with superb half-tone illustrations of their newest styles of Oak stoves for the 1899 trade. Every illustrated page is a work of art.

One shipment of 50 cases of oil stones was recently made to Southampton, Eng., by the Pike Mfg. Co.

Digitized by Google

Recent Trade Publications.

THE UNION HARDWARE CO, Torrington, Conn., for whom Tower & Lyon, No. 95 Chambers Street, New York, are direct representatives, are early in the field with their ice-skate catalogue for 1899. This catalogue, which is a pamphlet of 40 pages, illustrates a number of popular lines of skates of considerable interest to the trade handling these seasonable specialties. These are accompanied by full descriptions, and the catalogue is of a size that merits wide distribution. Among the styles shown are a number that are supplementary to the usual and regular line. One style is all clamp, with flanged blade and a screw fastening, is evidently intended for hard work, and is made in seven sizes. The heel clamps are on the side, and there is a raised back piece that keeps the heel from the natural tendency of working backward. Both clamps are operated by key, which is made under an 1899 patent. An interchangeable and extra outside clamp is furnished with each skate, in order that it may be fitted to any shape and centre on the popular one-sided or bull-dog shoes. The runners are welded hard and thoroughly tempered, and are full-polished and nickel-plated. These skates are all fully warranted. This same style of skate is made in the hockey pattern, and is used by the leading hockey teams in Canada and the United States, and other prominent players, the all-clamp hockey skate being similar to the one described, with the exception that in many cases it is regarded as desirable to screw them permanently to the shoe sole. A regular hockey skate is also made, having a plain blade, and arranged to be screwed to the bottom of shoe, both styles being made of the best material, with warranted runners and strong braces. The Union Hardware Co. make a long line of ladies' skates in all the various styles patronized by lady skaters, from some of their well-known regular patterns, which they have had for many seasons, to which they have added others that are up to date, all clamp, flanged blades, with strong, substantial fastenings, that do away with straps, buckles, etc. This catalogue should be in the hands of all dealers handling skates, in order to keep abreast of everything that is growing popular in this particular line.

C. E. JENNINGS CO., No. 101 Reade Street, New York, have recently issued an entirely new catalogue of mechanics' tools and Hardware specialties, which are shown in great variety. The catalogue is a bound volume of 160 pages, printed on excellent paper, in size about 8 x 11, bound in stiff covers, and handsomely illustrated throughout, with good descriptions of all the goods represented on its pages. In it are shown an unusually fine assortment of boring tools of every description: Socket firmer and framing chisels, tanged firmer, paring and turning chisels, tanged firmer and turning gouges, drawing knives, with regular adjustable and folding handles. Included in the assortment of boring tools are car bits, bell hangers', dowel, expansive, gimlet and machine bits, and boring machine, carpenters' nut, millwright, rafting and ship augers. In addition to which they manufacture a large line of saws of every description, including hand and panel, compass, back and butcher saws, buck and hack saws. The Griffin metal band saw No. 1 is fully illustrated and described, and also the Griffin power hack saw. Altogether it is a catalogue that every Hardwareman should add to his library at his earliest opportunity, if not already in possession of the same.

LUTHER BOARDMAN & SON, East Haddam, Conn. Pamphlet catalogue of 32 pages, covering their line of silver-plated tableware, this being catalogue "C," superseding catalogue "B," and having a revised special net price list. All the various patterns of flat tableware are here illustrated, and description and prices are given on first quality nickel silverware without plate; also on 18 per cent. metal goods for silver plating, and a line of first quality britannia spoons, with which the name of "Boardman" has been for several decades fully identified.

W. H. HORSTMANN CO., Fifth and Cherry Streets, Philadelphia. Pamphlet catalogue of special flags, burgees and streamers made from bunting and dyed by the Horstmann "20th Century" Process. This catalogue is printed on good paper, and with handsome illustrations. The Horstmann dyeing process is one by which every color is dyed, and is indelible. It will neither run nor wash out. No rain can hurt it. You can soak the bunting in water and the colors will remain bright and fresh. The result of this is that any design whatever can be dyed by this method, upon any shaped flag possible to construct, and in any colors that are considered necessary. A design dyed by this method does not add one ounce to the weight of the flag, nor does it make the bunting rough or stiff. You can rub your hand over it, and be unable to detect the slightest difference between the dyed parts and the undyed ones. This is a line of goods that is special entirely with this company. In our recent issue we gave notice of their catalogue of regular flags, in which are shown the flags of forty nations, and regular bunting flags made in the customary manner.

JOS. DIXON CRUCIBLE CO., Jersey City, N. J. Pamphlet catalogue of 62 pages, illustrating their entire line of graphite productions, with a very handsome and attractive cover in canvas, on which artistic work of color illustration on the outside, both back and front, is worthy of notice, being extremely fine and showing a great deal of taste. Its contents are illustrated, showing the graphite lubricants of the company in large variety, including pipe joint compound, silica graphite paint, graphited oil, cycle chain graphites of several varieties, and a number of others are shown and described. Their line of black lead crucibles is illustrated in all the special shapes and styles, and the tools and appliances necessary to be used in connection therewith; also a line of brazing crucibles of new patterns, for which they also make an antiflux brazing graphite, Dixon's stove polish, belt dressing and German black lead. Included in the contents are a full line of Dixon's American graphite pencils, from the finer grades of office pencils, running through a full and complete assortment of everything in that line, with all the necessary appliances to fit them for proper use.

STOLLBERG & CLAPP CO., Toledo, Ohio. Fall catalogue 1899, No. 1, which is quarto in size, of 72 pages, printed on good paper, finely illustrated, and showing a full and complete line of goods to stimulate the orders of their many customers, all of which are suitable for the season, including a large line of cutlery, a number of new styles of locks, and other builders' Hardware, silver-plated ware, knives and forks, cistern pumps, slaw cutters, meat choppers, lamps and lanterns, stove boards and oil heaters, etc. It is a very large and interesting line, and no doubt very acceptable to those to whom it is sent.

M. M. BUCK MFG. CO., St. Louis Mo. Twenty-four page pamphlet of railway and machinists' supplies, of which this concern are large manufacturers, they having recently purchased all the machinery, tools, dies, patents, etc., from the Rau Mfg Co., of Chicago, Ill. Included in the line of goods shown in this catalogue are a number of specialties marketed under the name of "Perfection," including oil can sets, engineers' oilers, detachable spout oilers, filler and benzine cans and hand oilers. They also make a line of standard tinware for railway service, which is illustrated in outline and shown in one eighth actual size. Included in the assortment are galvanized waste cans, linemen's torches, the Superior oil filter, and the "Dibble" sight feed lubricators.

Digitized by Google

HARDWARE TOPICS BY THE WAY.

The Cleveland municipality has resolved to place waste baskets in the streets to receive the sweepings and gutter dodgers of the merchants. This is a timely institution, no doubt, and might be modeled after by more pretentious communities. It will also open a new field for the wire basket industry, or any other industry able to furnish a suitable metallic receptacle. It goes without saying that the vagrant street waifs have thus found a new night quarters, and the "nosey" rag peddler might be kept thus out of our back yards.

President Everett, the Cleveland railway strike "hero-victim," has been titled, Railway Czar of America. There seems to be little sympathy, however, between him and the Czar of all Russia; for, the latter has not as yet submitted plans for the bomb-proof railway cars of which he holds the czarish patents.

Metal statisticians have figured out during their galloping vacations that the present top notch demand for iron products will at least hold out another year. Poor consolation for the Bryan revivalists! The voters had better leave well enough alone!

Cleveland may have lost part and parcel of her pristine greatness, but to be an evolutionary monarch of modern greatness probably recompenses for the deflection. She is now actively engaged in automobiling the seamless tube and correlative industries.

"A really modern clothes line, goat-proof, storm-proof, and after a long service yet adaptable for a lynching bee, is the clothes line we sell," is the ad. perpetrated by an Alabama dealer. Considering the territory, he ought to practically control the market.

The American merchant loves to show goods. That explains the "looker" clientele.

From an ad.: "We sell easy cork pullers all the year round, especially in hot weather."

Street railway strikes are an impetus to the automobile industry not to be reckoned with offhandedly. Ask the cycle and carriage trades for information.

Let's burn incense instead of gunpowder in 1900.

A Western Hardware dealer has engaged a graduate of a technical college to instruct interested visitors in the practical adaptation of acetylene gas. Incidentally, he sells any number of acetylene bicycle lamps and other articles adapted to its use.

A carriage Hardware manufacturer recently returned from Europe says the introduction of pulp parts manufactured in this country after improved patents will only be a matter of a few years. Carriage timber is getting scarce and high-priced, and is therefore incompatible with the ridiculous prices now quoted on finished stock. He, himself, seems inclined to promote such an enterprise, basing the future of the horse carriage building simply upon the prices at which supplies may be obtained. This question is the more serious under the advancing scale of metal prices.

A foreigner describes the American Signal sash lock as the height of evolution. Well, we have flown to other heights, but condescend to chronicle this alien acclaim.

The way to annexing Berea to Cleveland will be paved with grindstones, if the present plans of the Cleveland Stone Co. are carried out.

Cleveland's Hardware market is big without advertising the fact. But biggerness being the universal slogan, the agency of advertising is not to be trifled with. New things must be known to become of value; old things must be refreshed to save them from the junk heaps of oblivion. It's the same with a business reputation. Fame is shortlived at best, and it should therefore be exploited to its fullest extent while it lasts. 'Tis true merit proclaims itself, but printer's ink proclaims merit.

It's rare when a man faces all he claims in this world of commercial mendacity. I know of one who does, William M. Newton, the stove lining man. If his claims do not come true, you may have the satisfaction of punching various holes in his portrait on the bag. Whatever he has the face to say he will back up, even if he has to get his own "back up" to do it.

The building activity has experienced a temporary check through the inadequacy of the supply market and the resultant high prices upon structural iron, which is the "trust" of modern building material. And, by the way, the present prices of lumber are also to be reckoned with. If it costs fifty per cent. more to erect a building now than it did a year or two ago, lumber shares equitably in that increase. Don't blame it all on the "iron and steel monopolists."

You wouldn't take the time to compute that a Western dealer makes ten per cent. of his annual profits by specializing transom lifters and correlative devices, yet such is the fact. The public generally demands the best in this line. Like the stove pipe, it's a critical article to manipulate, and perfection is therefore the desideratum.

An Ohio dealer gives a cake of soap with every article of polish he sells requiring the use of the hand, and furnishes a dozen sheet rolls of toilet paper with the "artistic and practical" toilet paper device he sells in conjunction.

A butchers' barbecue attended by practically the whole town, had the usual meat-dressing contest. A Hardware dealer, specializing butchers' tools, furnished all the paraphrenalia for use at these contests, and incidentally advertised the fact upon the tent canvas and besides furnished enough printed waxed paper to wrap up all the sandwiches dished out. The decision of the contest was embodied in his next-day newspaper announcement in a clever commercial way. Thus: first prize was won by Joseph Metzger, using a Bradley cleaver; Disston butcher saw, Foster steak knife purchased from etc., etc.

Cleveland, O., Aug., 1899. JOHN B. RINDFLEISCH.

Cast iron was known to Holland in the thirteenth century, and stoves were cast at Elass in 1400. But tradition has it, which an ancient Roman writer records, that the temple of the "Great Mother," at Sparta, is said to have been built by Theodorus, who first discovered the art of casting and making statues in iron. As with the metal itself, so its discovery in the form of cast iron was an accident which occurred at one of the early works in the Rhine Provinces, where a part of the "running" one day was found to be of different texture, and it was a problem for some time what to do with the strange stuff.—*Ex.*

HARDWARE costs only One Dollar a year.

Digitized by Google

What Other Nations Think of Our Growing Exports.

That the growing popularity of American manufactures in all parts of the world is recognized by the manufacturing and mercantile communities of other nations is shown by a series of statements just published in the Monthly Summary of Commerce and Finance issued by the Treasury Bureau of Statistics. This series of statements, which is to be followed by others of a similar character from month to month will indicate to our manufacturers and exporters what the people of other parts of the world are thinking and saying about their products. While the general growth of our export trade has been phenomenal, the feature which has naturally attracted most attention is the growth in exportation of manufactures and their popularity in markets formerly held by other nations. The exports of manufactures from the United States are now averaging a million dollars a day. In the 212 days from January 1st to July 31st the exports of manufactures were $211,975,904, or practically $1,000,000 a day, while in the corresponding period of 1895 the exports of manufactures were $110,389,940, or practically a half million dollars a day. That this phenomenal growth by which our exports of manufactures have practically doubled in four years should have attracted attention is not surprising, and it is both interesting and instructive to know what is being said about it by those interested in similar lines in other parts of the world.

The following are extracts from the statements published in the Monthly Summary of Commerce and Finance just issued:

From the *Mark Lane Express:* "The importation into England of foreign agricultural machinery, principally from America, and intended for transhipment is constantly increasing. During the past few months the steamers of the Wilson line have landed in Hull unusually large quantities of agricultural machinery and implements. Practically the whole of it is sent abroad, large quantities being for Russia, which a few years ago was supplied almost wholly with the English made article."

From a Smyrna correspondent of the *British Trade Journal*: "Among the nations now struggling for supremacy in our markets we must number the Americans, who have thrown themselves heart and soul into the battle, and it appears to me that in a very short time they will prove most formidable antagonists."

From the Belgian Vice-Consul at Bangkok: "The bicycle is met with in every street of the capital. Europeans are not the only patrons of cycling; the Siamese have acquired a taste for it, and the Chinese, in spite of their costume, which renders bicycle riding difficult, have even followed their example. Most of the bicycles now met with in Siam are of the American, English, or German origin. One American bicycle sells at 280 ticals, the tical equaling 30 cents; another firm imports American cycles, which sell at 240 ticals. German machines imported are found too heavy for Siam, and dealers have been asked to import machines which could compete with American cycles."

From the British Consul at Mariupol, Russia: "There is still a large market in Russia for machinery, machine tools, leather belting, wire ropes, shovels, coke forks, mining and other tools. I prevailed upon some of the local dealers to pass some trial orders for tools from England, but they informed me that English prices were too high, and that they could have bought the same articles from Germany or the United States more cheaply. I am at a loss to account for the American competition, when one takes into consideration the heavy cost of transport, and especially when it must be admitted that the goods are said to be in no way inferior to those of British manufacture."

From the *London Mechanical World*: "Undoubtedly we are indebted to American designers for many practical notions, particularly in milling and grinding machinery, but in general it may be said that the conservatism which dominates our business methods has much to do with the apparently indifferent showing made by our machine tool makers in comparison with American manufacturers. In England we rarely meet with a catalogue of machine tools which gives such detailed particulars as will enable the construction of the machine to be made out, and a probable estimate of its capabilities obtained. On the other hand, the American machine builder takes the prospective purchaser into his confidence, giving information which would almost enable any builder to make the machine who was so disposed. English builders object to this policy which they consider as 'giving too much away,' but facts are against them if the success of American tool makers is conclusive evidence on the matter."

From the *London Engineer*: "We see no reason why statements favorable to American engines should be made if they are not true. We have the best interests of the locomotive builders of this country at heart, and we should wholly fail in our duty if we said pleasant things and maintained that the typical English locomotive must be the best for Austria or South America or China or Africa, just because it is the best for the railways of the United Kingdom. Americans more fully understand what is needed for railway service in a new and cheap country than we do, and we ought not to be too proud to learn from them."

From the *British South African Export Gazette:* "Among the thirty-three classes of American goods enumerated as being exported to Africa in March, twenty show an increase and eleven a decrease. The increases include cycles, builders' Hardware, sewing machines, scientific instruments, clocks and watches, cotton manufactures, leather manufactures, canned beef, pickled beef, hams, pork, sugar, molasses, mineral and vegetable oils, manufactured tobacco, books and seeds. The figures are full of import for all classes of British manufacturers, showing as they do that American competition has to be met in all departments of trade. The energy which our trans-Atlantic cousins put into all their new departures is earnest of a sufficiently active exploitation in the near future, which can only be met with renewed care and energy on the part of English firms."

From the *Canadian Manufacturer:* "It is the opinion of many Canadian importers of such goods from the United States as come into competition with those from Great Britain that the discrimination of 25 per cent. in favor of British goods has only a trifling effect upon the volume of imports from the United States. Canadian consumers of the leading articles made of iron or steel, and of other metallic goods show a decided preference for those made in the United States and will not take British goods even if the preferential duty causes them to be proportionately lower in price."

Merchant & Co., Inc., of Philadelphia, New York and Chicago, have just prepared and are now sending out for the first time, one of the most complete and attractive circulars on the subject of solders that has ever come to our attention. It gives very full and explicit information about their various well known grades, and will be sent upon request addressed to any one of their offices. This company has been so long and favorably known as large and high class manufacturers of solders of every grade that it is almost needless to comment upon their product in this line. One thing is certain—that parties buying from Merchant & Co., Inc., are absolutely sure that goods are as represented and are first class in every respect.

It is calculated that the shareholders of the United Kingdom outnumber the railway employes by about 40,000.

Digitized by Google

MR. SUPPLEE IN ENGLAND.

All Hardwaremen will be interested in learning of the kindly reception accorded one of the foremost men in the trade in this country by a number of gentlemen representing the varied Hardware interests of England.

William W. Supplee's many personal friends, especially the members of the National Hardware Association and the many readers of *Hardware*, who have been numbered for many years among the customers of the Supplee Hardware Co., of Philadelphia and its predecessors, will be greatly pleased that the gentleman, whose estimable traits of character have caused them to admire and associate themselves with him in so many popular movements for the benefit of the industry, received such a hearty welcome at the hands of those who had kept so thoroughly in touch with his achievements and successes.

Mr. Supplee left his home about the middle of July on a combined business and pleasure trip to Europe, which was expected to extend over about sixty days. He reached London Wednesday, July 26th, and before twenty-four hours had passed was waited upon by gentlemen representing the National Hardware Association of England, who were desirous that he meet at luncheon as many of the officers and members of the Association as could be called together by the Friday following.

Mr. James Rogers, President of the English National Hardware Association, officiated as chairman, and at the conclusion of the luncheon, in proposing the health of the Queen, coupled with her honored name the President of the United States, and in an eloquent and feeling manner referred to the harmonious and fraternal relations existing between the two great nations represented by those whose health they proposed to drink. Nations, which in showing great progress in commercial relations on every hand, were becoming more firmly united in all the elements of successful achievement, and working together with a complete and cordial understanding, assuring a continuous prosperity, which, distinguishing both countries, would undoubtedly increase and not diminish.

Mr. Joseph Hood, ex-president of the National Hardware Association, then proposed the toast "Our Guest."

The gentlemen present were, he said, glad to welcome and to wish "God speed" to one representing that great American nation over the water, and they were especially glad to welcome Mr. Supplee, because he was indelibly connected with the trade by which they lived, and also because he was, in a sense, that day representing a kindred association across the water.

They gave Mr. Supplee on his own account, and on account of the association he was representing, the National Hardware Association of the United States, a hearty welcome.

Mr. Hood said in his early days he spent many years with a firm whose name was a household word in the United States, as it was in the Midlands; he remembered the enormous trade that they used to do with the United States. Since then there had been considerable changes in the business relations between the two countries, and he felt that Mr. Supplee would rejoice with them that, notwithstanding these changes, America stood higher to-day than it did thirty years ago, and England was never more prosperous, the relations between the two countries never more cordial. He complimented Mr. Supplee on representing an Association that aimed at the raising of the standard of business methods and business morals.

Mr. Supplee, who was warmly received, said, in part:

Mr. Chairman and Gentlemen: I thank you for this mark of kindness to a stranger visiting your country. This gracious act of courtesy is but one of the many signs of the underlying bond of friendship which exists between the two sections of the Anglo-Saxon race separated by the broad Atlantic. And I desire to say to the gentlemen present that my countrymen will always remember with profound admiration the advanced and exalted position taken by England during our recent quick and decisive war with Spain, when we as a nation were called upon to sacrifice the lives of our own brave men in order to rescue a people from poverty, starvation, want, and perpetual bondage, fully realizing that their future guidance (until they could stand alone) would require time, care and expenditure of millions of money.

Electricity, steam, telegraph and telephone have shortened time and connected distances, and we find our daily



W. W. SUPPLEE.

morning papers upon our breakfast table containing the news from every section of our own country, extending to our newly acquired colonies, spanning the broad Atlantic to Great Britain, containing news from India and the Transvaal of the preceding day, with the same degree of regularity as of the occurrences around the corner in our own city; and gentlemen, I further thank you in behalf of the members of the National Hardware Association of the United States, with which my name has so long been connected. And at this point permit me to say that the officers of our Association were gratified upon the receipt of a letter from your Hon. Secretary, Thomas F. G. Coates, under date of October 21, 1897, stating that an association similar to our own was started in Great Britain in July of that year. I now desire to emphasize what our secretary, Mr. T. James Fernley, has already written, that we extend our congratulations and wish you all possible success in your laudable undertaking.

"The natural question for you, gentlemen, to ask would be, What has our Association accomplished? My answer is, in the short space of time, far more than the most sanguine mind could have anticipated. We have realised the fact that we could 'build better than we knew;' we have

Digitized by Google

created reforms in trade, stifled obnoxious jealousies, and improved the standard of business methods and mercantile trading; and manufacturers have commended us upon the reasonable, intelligent, and conservative course pursued, and have as a rule accepted our suggestions with proper consideration and respect. We feel, as our manufacturers now feel, that the interests of the merchant and manufacturer are mutual. But I will say to you, gentlemen, what I have upon many occasions stated to our members, that, without the full co-operation, loyalty, and cordial support of our members, we could not have reached the position we now sustain in trade circles. The victories at the Battle of Waterloo, where all Napoleon's former reputation was annihilated, and the Battle of San Juan which ended our war in Cuba, were not achieved solely through the generals and officers in command, but by the aid of the brave and unflinching men in the ranks.

"The text of the constitution and by-laws of that Association reads: 'The object of this Association shall be the promotion of more friendly business relations, and mutual confidence and good-will with each other and with manufacturers.' The broad principles we advocate are equity, justice, and liberality; we concede and recognize the fact that each firm reserves the right to conduct its own business, and we advocate and strongly urge one point at which all jobbers and manufacturers can safely and judiciously aim, namely, 'a high standard of business methods.' When that point has been reached, we believe that the greater number of evils will already have been corrected.

"At the first meeting called to organize the Association, about one hundred persons were present; names of about twenty-four firms, however, were enrolled in the list of membership. This number was quickly doubled, and soon quadrupled, and could easily be extended beyond our present number, but the aim of our Association is:—Eligibility to membership shall consist in the purchasing and distributing ability, with corresponding capital employed, by each firm, rather than a desire for numerical strength only.

"We have members from almost every State and large city in the country, covering a vast area, and containing a population of about seventy-five million of people. We estimate that with our now about two hundred members the capital invested may reach sixty-five million dollars with an employed capital, however, of not less than one hundred million, and with an estimated average yearly sales of from two hundred and fifty to three hundred million dollars. These members have in their employ probably not less than three thousand salesmen, who in their traveling capacity in effecting sales, each passing over an average say of twelve thousand miles a year, would bring the grand total of thirty-six million miles travelled yearly by the combined salesmen.

"What manufacturing industry could not safely entrust the distribution of their product to the combined efforts of those who employ this amount of capital and give employment to this number of salesmen.

"For some years prior to the formation of our Association, and extending over some two years after its organization, trade conditions throughout the country were in a most unfortunate and deplorable state of uncertainty commensurate with capital invested, and time, energy, and strength contributed. The manufacturers tacitly adopted differentials in prices with the consumer; the retail merchant and the wholesale trader were not regarded with that degree of respect to which the heavy purchasing power of the latter entitled them, and on the part of the wholesale trader the untrodden paths of friendship were tangled with a wild overgrowth of both local and sectional jealousies, suspicion, ill-advised, and perhaps vindictive competition. Persons doing business in one city were not acquainted with competitors in either distant or adjacent cities, neithe did confidence in each other exist between competitors in the same city.

"Lack of strength had paralysed many individual efforts to correct abuses which had penetrated into trade circles, and efforts of this nature were largely abandoned, when a few representative men conceived the idea that friendship could be consistently and harmoniously combined with business, and thus many of the vexations and difficulties incidental to trade could be very much modified."

Mr. Supplee's remarks were listened to with great interest, and he was frequently greeted with spontaneous applause.

Subsequently Mr. Supplee was requested to supplement his remarks in a brief interview and was asked at what time he could be seen. With his characteristic energy he said;

"At 8:30 to-morrow morning."

It is said of him that he accomplished during the short time, not quite a week which he spent in London, an amount of business that astonished our English friends who are apt to take things more quietly and with more deliberation.

Subsequently Mr. Supplee was asked if his association encouraged the formation of associations among retailers, and immediately replied in a decided affirmative. They believed, he exp'ained, that any movement which will bring about a greater measure of harmony in the Hardware trade is deserving of success, and is sure of hearty support from the association.

Mr. Supplee was asked, what from his observation, was the most radical difference between trade in America and in England. "The openness of American manufacturers," he said, "and their willingness to show their business methods and processes of manufacture even to their competitors is in strong contrast to the figurative wall which Englishmen build around their establishments. We believe in reciprocity—that we get as well as give—and are always on the alert to take as well as convey information. The effect on the whole is good, as it encourages a higher standard of excellence all around, and it has done much to make Americans able to meet European makers in the world's market."

The attention of Mr. Supplee was then drawn to the opinions recently expressed by members of the trade at association meetings regarding the advisability of publishing trade prices and discounts. He was asked to give the experience of the trade in America, and to say if the matter had ever been discussed to his knowledge in the National or any other association. He began his reply by alluding to the invariable practice in American trade papers of quoting discounts and net prices, and confirmed the statements of a correspondent regarding the greater publicity given to matters of this nature in America. He mentioned that about two years ago he attended a meeting of the Southern Hardware Association at Fortress Monroe. The "Advisability of Publishing Trade Discounts" was one of the subjects down for discussion, and Mr. Supplee from his position as president of a kindred association, was asked to lead. This he did, and although he was unable to recall the speech he made on this occasion, he indicated its purport. His opinions he summarrised:

"If you eliminate prices from trade papers, where is their value? Trade prices and discounts, if accurate and plentiful, are the most valuable information a trade paper can contain." The speakers who followed Mr. Supplee agreed with the views he had expressed, and what opened under the guise of a discussion closed as a unanimous expression of opinion.

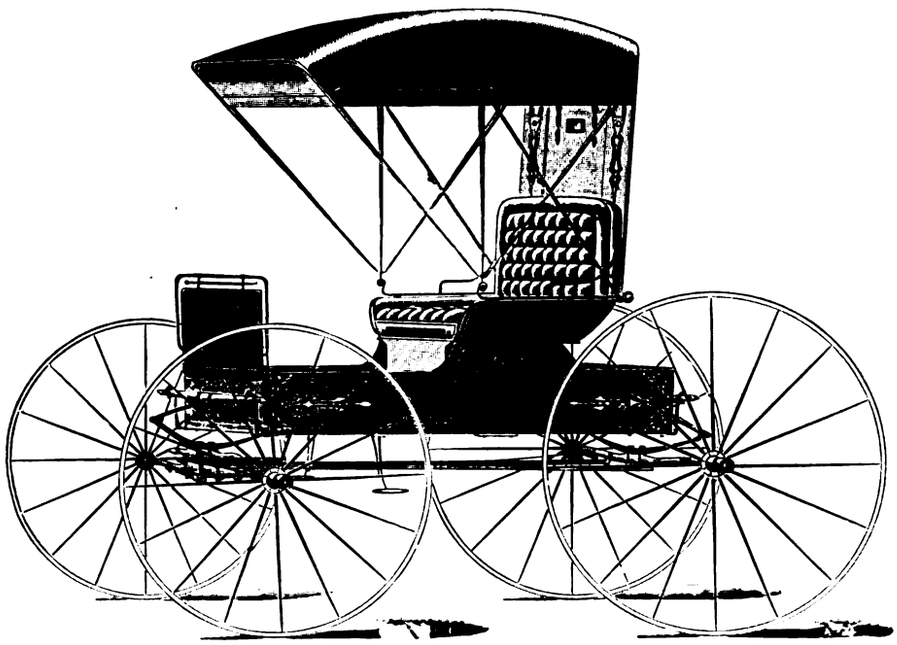
Altogether Mr. Supplee has reason to feel highly gratified at the kind reception he met with from our British confreres. Wherever he went he found the cordial grasp of a friendly hand, and the sincere expressions of good will from fraternal hearts. He represented our country and the Hardware industry with dignity and intelligence, for few men so alive to all that adds to the integrity and probity of a business of such world-wide importance, could have enjoyed so good an opportunity in a way to explain his broad-minded views and prove how thoroughly conversant an American Hardware merchant must necessarily be to feel in complete touch with modern industrial achievement and commercial success.

Digitized by Google

NEW GOODS AND SPECIALTIES.

The Ideal Buggy.

The accompanying cut illustrates a buggy recently placed on the market by the Union Carriage Co., St. Louis,



Mo. The buggy is described by the makers as having marbleized panels and riser, handsomely ornamented, constructed with long distance axles, full bolted wheels, full length steel body loops, steel toe rails, steps and rub irons, full length velvet carpet with toe and side carpets; silver dash rail, high panel spring back and spring cushion, trimmed in No. 1 machine buffed leather, or heavy all wool cloth or whipcord. The back stays are stitched with silk with a cord on each side. The quarters are referred to as being dust proof, and handsomely corded with 22 ounce rubber roof, and back curtain, and leather quarters; or full leather top at an extra price. It is claimed that the self-lubricating axles with which the running gear is equipped will run over 1000 miles without requiring reoiling. The buggy is made with bodies of the following sizes: No. 110, 23x54; No. 111, 20x54 and No. 112, 18x54 inches. The company also manufacture an extensive line of pleasure vehicles for the trade.

North Bros. Ratchet Screw Drivers.

The North Bros. Mfg. Co., Philadelphia, Pa., are introducing to the Hardware trade, the ratchet Screw Drivers, which are shown in the accompanying illustrations, the first of which, Fig. 1, is known as the "Yankee" No. 15, which as a ratchet screw driver is a modification of their No. 10, which has been one of their popular specialties. It is made to meet the demand for a light blade screw driver for small screws to be used in electric work, or light cabinet making. It will be noticed that it has on its blade a knurled washer, and by means of this the blade can be turned by the finger and thumb. This facility permits the hand holding the handle to press steadily against the screw and prevent the screw from wobbling, while the same time, the thumb and finger can turn and ratchet the blade until the screw is well started in its place, when it can be driven home by the hand upon the handle. In taking out a screw it is started by turning the blade by the handle until loose, and then run out by thumb and finger operating the knurled washer, in this way, the work is very easily and rapidly accomplished. To ratchet, the slide is pushed up or down the handle and placed midway in the slot, so as to make the blade fixed and rigid. This screw driver is made in several sizes, two, three, four, and five inches, but all of the same diameter of blade, 7 32 inch, with one sized handle to all the different lengths. They are packed one half dozen in a strong paper box, and the manufacturers refer to the materials and workmanship as being of superior quality in every detail, as every tool is guaranteed. The Yankee Ratchet Screw Driver No. 20 which is shown herewith, Fig. 2, is a spiral ratchet tool, a modification in this instance of the company's No 30. It is designed to push or ratchet screws into place, but not to take them out in that way. It is so arranged that it can be used as a rigid driver by simply moving the shifter to the opposite

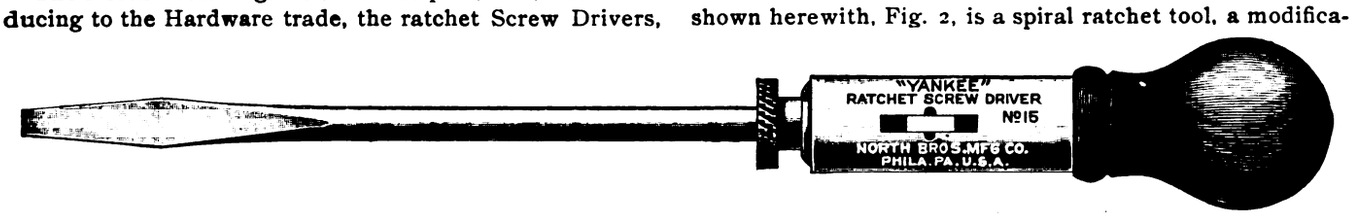


FIG. 1.

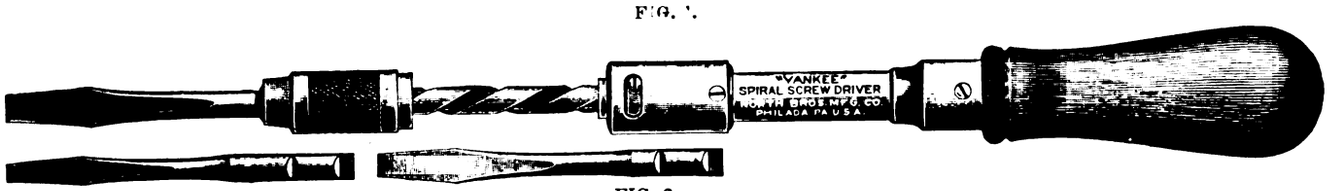


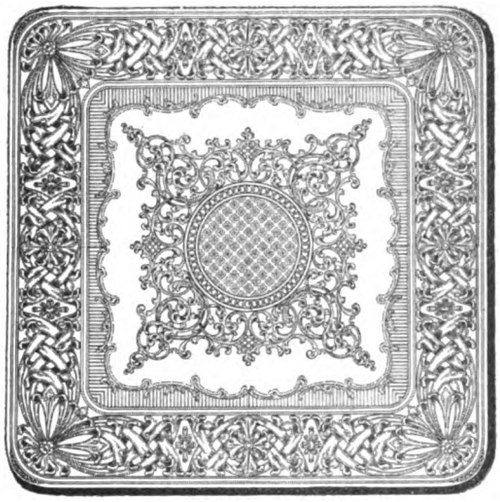
FIG. 2.

Digitized by Google

side of the slot. It is explained that the construction of the ratchet and pawl, permits of a very compact arrangement, which makes the tool convenient in size, light in weight, yet sufficiently strong in the vital parts. The manufacturers claim that neither pawl nor ratchet can bend, break or get out of order; and also that the friction in the ratchet mechanism in the forward movement is so slight as to be hardly felt, while the backward movement is quite noiseless.

Antique Coppered Stove Boards.

The Wabash Screen Door Co., Rhinelander, Wis., are placing upon the market a line of ornamental stove boards,



the artistic excellence of which is fairly shown in the accompanying illustration. This particular cut shows their Antique Coppered Stove Board, which is made in both wood and paper lined, either square in shape or oblong, in all the regular sizes. We referred to their catalogue in one of our recent issues, which shows their entire line, including as it does wood and paper lined crystalized boards, which are also made by this company. The manufacturers state that their business has been most satisfactory since the inauguration of this important line, and their orders for the coming season's trade have surpassed their anticipations.

The Ehle Folding Lunch Box.

F. G. O. Ehle & Co., Buffalo, N. Y., whose nestable dinner pail was illustrated among the new goods in a recent issue, have also brought out a new form of lunch box, that will undoubtedly find a very large circle of buyers, who will esteem it the most desirable article of the kind that has been brought to their attention of late. The accompanying cuts show the box in two positions, one open to its fullest extent, Fig. 1, and the other, Fig. 2, folded after



FIG. 1.

the contents have been extracted. The great trouble about the use of ordinary lunch boxes, is the inconvenience of carrying them home after the contents have been duly disposed of. It is a very gratifying thing to start out with a box well filled with an enjoyable lunch, but when at the end of the day it is desirable to return home, the exertion of carrying the empty box is considered quite inconvenient, for without the folding facility indicated in the cut, the box would be of the same size at night as in the morning. To overcome this difficulty, F. G. O. Ehle & Co. have devised this very novel and effectual style of lunch box. It consists of a top and bottom made of japanned metal fastened together by brown canvas. The closed box measures 7½x4½ inches, and is only one-half inch thick, so that it can be readily put in the pocket. By pulling it out, which is accomplished similar to an accordion, and opening the lid which is held by a simple catch, the box will expand to a depth of four and three-quarter inches, and is easily carried by means of a woven handle that is firmly fastened at the top by metal clips. One of the ingenious features of the box is the method by which it is held open by means of



FIG. 2.

two wire braces, that swing down close to the ends, and keep the sides taut, which has the stiffness of a tin box when in an open position. These braces are swung back when the box is empty and it collapses into the size noted above. These lunch boxes are placed before the trade to retail at twenty-five cents each, and at this price samples will be sent to those who are interested in such goods.

Ocean Churn.

Among the many specialties manufactured by the Illinois Cutlery Co., Decatur, Ill., the Ocean Churn, here illustrated, is one of the most recent and popular. It is made of IXXX tin and is 7x24 inches in its dimensions. It is possessed of a dasher which is constructed of tough wood and intended to be worked on the principle of the propeller of a steamship, by readily revolving to the left on the downward stroke, and instantly reversing to the right on the upward stroke. The manufacturers refer to the necessity that exists for the free mixture of air in order to insure good churning, and this it is claimed is the principle on which this device works, which assures the rendering of perfect aeration in every respect. In its use it is unnecessary to raise the dasher higher than the surface of the cream, as the benefit of centrifugal as well as horizontal motions are received and no splashing occurs.



Another good feature is that it can be readily cleaned by churning a pail full of warm water when through with the regular churning. Each churn is marketed in a separate crate, and the weight of the whole when crated is only nine pounds.

The Sanitary Still.

The Cuprigraph Co., No. 95 N. Green Street, Chicago, Ill. are successfully meeting a demand for furnishing pure water by marketing through the Hardware trade the Sani-

Digitized by Google

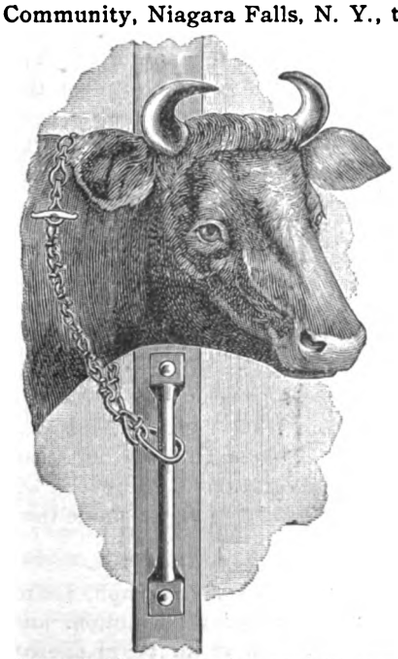
tary Still, with which their name has been identified for a long time. The accompanying cut illustrates this popular article. This device is for the purpose of furnishing families with pure water. It is now a recognized fact that distilled water is the only pure water. The public are becoming awakened to the necessity of such an article as a result of the vigorous campaign which the manufacturers of the



Sanitary Still have been carrying on the past two years. They have spent thousands of dollars in advertising in all the high class periodicals, and as a result of such expenditure, the Stills have been sold direct to consumers in all parts of the world. The purpose of this is not so much to give a detailed account of the Still and its benefits, as to call the attention of the Hardware trade to the fact that there is such an article and a demand for it exists wherever its undoubted merits are known. This still was the only one adopted by the United States government in equipping the Hospital Corps of the Philippine expedition, and it has been largely used by them in hospitals, Indian agencies, and camps. Sanitariums and hospitals all over the country use them largely. To the enterprising dealer who will communicate with the Cuprigraph Co., they will make a liberal proposition and furnish him the names of all inquirers from his vicinity, which method has always resulted in immediate sales. It is now handled by some of the largest dealers in the country, the names of whom will be sent upon application to the manufacturers. Attention is called to the advertisement of the company which will be found on page 39.

Cow Tie and Stall Fixtures.

Among the many important specialties manufactured by the Oneida Community, Niagara Falls, N. Y., the Cow Tie



and Stall Fixtures indicated in the accompanying illustration, has met with an exceedingly noted popularity. This article was first made in Canada, when they began manufacturing in that territory several years ago, and was called the Dominion Pattern, but having become exceedingly popular, they added them to the line of specialties which they make for sale in "the States." One of the special features of the Tie and Stall Fixture is graphically shown in the illustration. While it will be noticed the chain is exceedingly short, which prevents all danger of entanglement to the animal's foot, the form of the fixture is such that it allows great freedom to the head. Another advantage enjoyed by this Tie is that on account on the short chain necessary, it can be made much cheaper than the ordinary patterns. This specialty is made of a tough quality of steel, which makes it very strong. As it has a circular cross section it is exceedingly rigid, and not likely to become bent, as is often the case with numerous similar devices, in which rigidity is not always attempted. The Tie is made in both "American" and "Niagara" chain, making it popular in all sections, and the device is referred to as very simple, quite convenient, and easily attached for the purposes intended.

F. W. Gesswein Co.'s New Catalogue.

F. W. Gesswein Co., No. 39 John Street, New York, has just issued one of the most complete catalogues of its size, and for the especial line which it covers, that we have seen in some time. It is intended to embrace in its important contents full lines of jewelers' and engravers' machinery and the necessary supplies, fine grades of tools and appliances suitable for all kinds of workers in the finer grades of metals and shop machinery.

The volume is an attractively bound one with a trade mark on cover "Worth Looking Into," printed on excellent paper and handsomely illustrated throughout; consisting of 504 pages, 8x10½ inches in size. The pages of the catalogue are devoted to lines of specialties for many of which they are agents, which includes wire and bristle brushes, buffs for use on silver and jewelry, brass and silver work of any and every description and including polishing machinery and materials for polishing purposes. They illustrate Ruby crystal, a new grinding wheel which is especially favored by dentists, emery wheels and emery wheel machinery, India oil stones, die sinkers' and engravers' tools and mechanical devices in large variety. The contents of the catalogue have been arranged as nearly as possible in alphabetical order so that after becoming familiar with the goods shown, a reference to its pages will be found extremely convenient. The company are sole agents in the United States and Canada for the fine Swiss files made by Antoine Glardon & Cie's, to the illustration of which over 30 pages of the catalogue are devoted, being shown in a graphic manner so that special lines of work can obtain the most suitable files for their purpose. They are also agents for L. Hugonoit Tissot's fine tools, which are largely illustrated. Numerous tables of information are given which will be found very useful by those having occasion to refer to them.

For more general distribution they have reproduced this catalogue in a smaller size, 4x7, in which the pages are photo-engraved in fac simile, and the binding is flexible. The one favored by a copy of either catalogue will certainly find it "Worth Looking Into."

In our Hardwaremen's Exchange will be found an advertisement for salesmen to sell mechanical rubber goods, from which good results should be anticipated, if replied to.

Among the birds the swan lives to be the oldest, in extreme cases reaching 300 years; the falcon has been known to live 162 years.

Not one drop of intoxicating liquor is allowed to be sold at any of the military camps of Canada.

Digitized by Google

Advertisers' Corner.

An original form of advertisement comes from Russia, where a shopkeeper posted up the following announcement: "The reason why I have hitherto been able to sell my goods so much cheaper than anybody else is that I am a bachelor, and do not need to make a profit for the maintenance of my wife and children. It is now my duty to inform the public that this advantage will shortly be withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate." The result was there was such a run on the shop that in the course of a few days this shopkeeper had made enough money to pay the expenses of his wedding on a very lavish scale.—*Exchange.*

A page in a magazine costs three hundred dollars, but it seems that advertisers are willing to fill the pages with pretty pictures under the delusion that they are publishing an advertisement. One-half of the people who see the pictures never notice the name of the article advertised, much less the name of the man who "blew in" his cash for the space. An advertisement that does not sell goods is a mighty poor advertisement, and if it does not at least create a favorable impression for the article it is worse still. —*Printers Ink.*

If you have something which no one else makes or something just a little better than anyone else makes, advertise it. The natural instinct of nine out of ten men is to sell all they can as quietly as they can and never place an advertisement of the article for fear some other fellow will immediately commence to make it. On the face of it sound, this becomes, when analyzed, poor reasoning. Others will, sooner or later, hear of your success and become competitors anyway, and if you have advertised and closely associated your name with the article you will have a tighter grip on the trade, and one which your would-be competitor will find it hard to unloose.—*The Wheel.*

I would advise every business man to keep a copy of each advertisement he puts out, whether it be in the papers, as a circular, as a printed letter, or as a card. A man who does this will have practically a history of his business, and he can turn over his scrap book and see that some of his successes of two, three or four years previous will be just as seasonable and just as valuable this season. It will give him some ideas for future advertising, for he can be looking at his September ads of 1898, 1897, and 1896, and thereby take time by the forelock in getting ready for his September business this year.—*Boot and Shoe Recorder.*

A unique idea in placing before the public summer-outing shirts has been adopted by the window dresser of Browning, King & Co. A Madras cloth outing shirt, frozen in a large 300 pound cake of ice, has been placed in the window and labeled "Coolest Shirt in Town."—*Brooklyn (N. Y.) Standard-Union.*

Business writing is neither an art nor a science. It is just plain common sense coupled with natural or acquired ability to write with simplicity and force. The writer of business literature must be a practical man. He must have a knowledge of the common sense laws that govern successful business. He must be able to grasp quickly the "talking points" of the article to be advertised. And, above all, he must have the knack of telling his story in few and simple words—yet with a forcefulness that carries conviction.—*William S. Power.*

The largest advertising sign in the world is said to be on the hillside of an islet off the Grand Canary, northwest of Africa. It is several hundred feet above the level of the sea, and contains the words "Grand Canary Engineering Company," in letters fifteen feet wide and thirty feet high, each bar of the letters being three feet three inches broad. The sign is 750 feet long.—*Profitable Advertising, Boston, Mass.*

The good advertising specialist or writer should occupy the same position as a confidential clerk. He should be informed of the inside things that it is necessary for him to know. Combining the knowledge of the business that the manager has with his knowledge of advertising results in something of benefit to the store,—*Trade Register.*

The Man in the Corner.

In exploiting the merits of a new Coin Box which is being placed upon the market by The Corbin Cabinet Lock Co., Mr. J. B. Comstock, whose philosophical reflections as "The Man in the Corner," takes the entire Hardware trade into his confidence, has this to say:

"In so far as the Coin Box teaches saving, it is indeed a blessing, for if there ever was a lesson needed by the denisens of this glorious land of unrestraint, it is that of economy. The Lazaruses of the old world grow fat upon our broken meats and form from our largess flourishing bank accounts. The national crime of the times is the reckless expenditure in the administration of public and private affairs and the wanton waste at private hands of the natural wealth of the country. It is out of the spirit engendered by this condition and the lack of method attending it that the alternate inflations and depressions in business are born, and until we learn as a nation to save in times of plenty that we may have comfort in days of famine, we shall starve between feasts like the untutored savage, and play Grasshopper to the old world's Ant."

Nothing more artistically tasteful can be imagined in the shape of circular announcements than those emanating from the publicity department of the Corbin Cabinet Lock Co., New Britain, Conn., now under the charge of Mr. Comstock. He issues monthly what is called "Our Monthly Letter," and the entire trade await its arrival with pleasure born of a desire to reap philosophical, original reflections with a commercial application, having reference to the products of the company in whose literary work he has the guiding hand.

The "Bruce" meteorite, weighing four tons, and composed of pure iron, is on its way to this country. Its destination is the Natural History Museum at South Kensington, to which institution it has been presented by Mr. Bruce, its owner. This unique specimen was purchased from a farmer in Murrangeorg, South Australia, on whose land it must have fallen, for the sum of £2. The Victorian Government offered £1000 for it, but even this tempting offer did not induce Mr. Bruce to deviate from his intention of sending it "over the seas" to the mother country, where it will find a resting place among the metallic treasures of the nation.—*Hardwareman, England.*

In 1854 the *New World*, of the People's Line, made a record for the run between New York and Albany which has never been equaled, the time being six hours and twenty minutes. The *Adirondack* recently made the trip in six hours and forty-four minutes. The first Hudson River steamer, Fulton's *Clermont*, required thirty-two hours to make the run from New York to Albany in 1807. In 1817 the *Chancellor Livingston* made the run in eighteen hours. In 1837 the *Rochester* made a record of ten hours and one minute. In 1860 the *Drew* made the trip in six hours and fifty minutes.—*Ex.*

Puerto Rico has 470 miles of telegraph, 138 miles of railway—with 170 miles under construction, and 100 telephone stations, with 200 more to be in operation shortly —*Exchange.*

Digitized by Google

THE SMOKELESS POWDER AGE.

The subject of smokeless powder is one in which more or less interest will always be manifested, not only by sportsmen but by the world at large, for it realizes that this explosive is coming to play a great part in modern warfare. But it is the sportsman alone who has watched the development of each new nitro, who has tested them all as they came out and has pronounced them good or bad as the result of his experiments seemed to justify.

There are men in this country who when going shooting are satisfied to accept shells loaded with any powder that may be offered them without even inquiring what powder that may be, but they are few and far between. For the average gunner insists on not only knowing what powder he is to shoot but also on learning all points in connection with the manufacture thereof that are within his reach. Indeed to many sportsmen fully one-half of the pleasure of an outing lies in the preparation therefor—the loading and testing of shells, the overhauling of the gun and the arranging of the hunting clothes!

Unfortunately for those who are interested in powder and who would delve into the details of its composition there is no source where they can gain the information which they seek. For in these days the manufacturers of nitro compounds guard their formulas as they would the location of a hidden treasure. This generally for fear that their non-patentable methods would be appropriated by competitors if divulged.

The ingredients of black powder were never a secret; all knew that this explosive was a mechanical composition of saltpetre, sulphur and charcoal, but with smokeless powders beyond the fact that they were chemical compositions of explosive acids, the shooting public has always been kept in the dark. But, regardless of this secrecy it is safe to say that in no branch of industry has there been so rapid an advance as in the manufacture of smokeless powder. A few years ago it was unheard of; now it is used to the almost entire exclusion of the black powder which for hundreds of years was the only propelling force known to gunners. The wonder is that black powder should have reigned supreme so long, especially in the face of modern inventive genius, but it was a faithful servant at all times and its faults were overlooked.

The explosive strength of certain acids when blended together is not of modern discovery and yet it was not until just about fifty years ago that these were utilized in the making of gun cotton. This was nothing more or less than the steeping of ordinary cotton in a mixture of sulphuric and nitric acids. The result was a substance which unconfined burned freely, without an ash and without an explosion, but which, when confined, exerted a force that was beyond all control. In fact it was too violent to be of much use except for blasting purposes and all efforts to fire it in cannon or small arms invariably resulted disastrously. Afterwards came the discovery of nitro glycerine, in which ordinary glycerine was made the basis for the incorporation of acids, and afterward a long series of attempts at the manufacture of nitro-powder with one or both of the foregoing explosives as the component parts thereof. It was to tame these two giant forces and to render them available for use in gunnery that the efforts of chemists as well as practical powder makers were bent. And it is as to the method of accomplishing this that the manufacturers of to-day maintain the greatest secrecy. They have acquired their formulas after years of costly experiments, and they intend to keep them.

Speaking generally, smokeless powders consist of acids that have been rendered available by means of an absorbent. As a rule sulphuric and nitric acids are used though sometimes picric acid is employed. These acids are incorporated in cotton wool, in wood fibre or pulp, in corncob pith, or in any similar material susceptible of a high nitration and which at the same time will form no obstacle to a complete combustion. The product of this process is gun cotton and this is the prime factor in all nitro powders. With this gun cotton nitro glycerine is used in some grades of powder while in others it is not.

After the nitration, as the steeping of the cotton in the acids is called, it is washed and rewashed and then finally boiled in water to remove all surplus acids. After having been carefully dried the cotton is ground under edge rollers until it resembles the finest lint which is then in turn completely dissolved in a chemical preparation. It is at this stage that the secret ingredients are added, the object thereof being to retard the burning of the gun cotton or as has now become, collodion, and to gain some control over its explosive powers.

Then comes the drying of the mixture or rather the evaporation of the dissolving chemicals, leaving behind a heavy paste or gluish substance, and the granulation. The most modern system employed in this work and which many other makers are trying to imitate by reason of the extreme uniformity it gives is that of the Laflin & Rand Powder Co., of New York, whose smokeless powder mills are located at Pompton, N. J.

The process employed by this company consists in placing this rapidly drying mass of explosive glue under hydraulic pressure and forcing it out through tiny dies in long thin strings which are cut into exact sizes or grains and then allowed to dry. By this method every grain is of the same size and contains the same amount of explosive strength which is an impossibility under the ordinary system of granulation employed by many makers.

Then come the tests; first, chemical, as to the purity of the compound, and then practical, as to the bursting power and the velocity imparted to the shot or bullet. The bursting strain is ascertained by means of a pressure gun which shows the force exerted at the breech as well as at any point between the breech and the muzzle and all powder placed on the market must first have conformed to the requirements laid down for it in that direction. The velocity is taken by means of a chronograph, an electrical device whereby two electric circuits are broken by the charge from the gun and the time of its passage between the two points accurately recorded down to the one one-hundred thousandth part of a second. Not only is it possible to tell the exact rate at which the charge travels after leaving the gun but its velocity can also be taken at three separate places inside the gun barrel. The powder is then stored away in the magazines or packed in cans for the market.

This is the system as followed by the Laflin & Rand Powder Co. with regard to the tests, which are of the most stringent nature and it may be added that if any lot of powder fai s in the smallest degree to comply with the rigid requirements, it is at once condemned and destroyed. This company has been engaged in the manufacture of smokeless powder but a short time, but ever since it ac-

Digitized by Google

quired control of the plant of the old American Powder Co., it has followed the set rule of never allowing an ounce of powder to leave the factory until it had been proved perfect. To this no doubt is due the immense popularity which this powder now enjoys.

But to return to the development of smokeless powder. The first nitro that was ever placed in the hands of sportsmen was the Schultz powder manufactured in Hampshire, England, and first placed on the market in 1868. Although this powder was then highly commended by a number of English sportsmen who carried out a series of tests, it was exceedingly imperfect and had so many faults that it was not brought to the general attention of sportsmen until perhaps fifteen years later. It was perhaps not more than twenty years ago that Schultz powder and several other varieties then being made were placed on the American market, were tried by many sportsmen and condemned. For many reasons these early trials could not have been glowing successes; the powder was exceedingly crude, and even dangerous, while there were no guns, shells or primers adapted for its use. Many accidents occurred from an improper loading of these powders, but the general result of these early experiments was a failure to get a high enough velocity out of the powder to render its use desirable.

From the very first there was a fight against smokeless powder by the devotees of the old black powder, and these opponents of progress were heartily seconded by certain manufacturers, who not being in a position to take up the manufacture of the new powder themselves, naturally objected to their business rivals doing so. A few of the manufacturers, however, realized that it would be but a short time before the nitro compounds would supersede the black powders, and anxious to be the first to offer sportsmen a thoroughly reliable article, bent all of their energies toward perfecting it. The result has been that there are now a dozen or more different varieties of smokeless powder being manufactured and which are being used in fully four-fifths of all the guns in the country.

Passing over all the various stages of the manufacture of smokeless powder and the objections that were raised to each new brand as it was brought out, it may be said that when all else had seemingly been perfected, there was still one point wherein the makers failed utterly to attain that which they sought. This was to secure a powder which was not affected by climatic changes, and which, regardless of heat or cold, dryness or dampness, would always give the same velocity and breech pressure. For this class of explosive has always been peculiarly susceptible to climatic changes and was likely under certain conditions to develop a weakness or strength which rendered it entirely unfit for use.

In a sporting powder this losing of strength proved particularly noticeable along the coast and in the marshes. Wild fowl hunters would start on a trip with several hundred shells, which at the time of loading seemed perfect, only to discover to their chagrin, a few days later, that they had been so affected by the damp atmosphere, that their ballistic properties had vanished and their powers of doing harm to ducks or geese disappeared. Many an outing has been ruined through this failure of ammunition to do what was required of it, and for this reason gunners have not been slow to condemn the powders that were heretofore offered them. To turn out therefore a powder that was free from these defects has been the goal toward which all manufacturers struggled.

This end has at last been attained by the Laflin & Rand Powder Co., the process of the manufacture of whose powder was given in the general description of smokeless powder composition. This company has brought out a nitro powder which experiments have demonstrated to be absolutely waterproof. Severe tests of soaking it in water for months, then drying and firing it, have failed to show a perceptible loss in velocity. This same claim has been made by other powder makers, but while their products could be burned after soaking and drying, their ballistic properties were entirely destroyed, several of them failing to even drive the shot from the muzzle of the gun. This at least has been the result of a series of experiments carried on with a view to finding a nitro powder that was not affected by dampness, and it justifies the statement that the Laflin & Rand smokeless is all that its makers claim for it. However, this is a point that anyone can demonstrate for himself. It needs no chronograph, no pressure gun; simply an ordinary shot gun, some empty shells and samples of the various smokeless powders. The experiment is interesting and well worthy of the trouble if it prevents the spoiling of an outing with ammunition that has deteriorated in strength.

Smokeless powders have revolutionized the art of gunnery and now that the last fault in their make up has been overcome it is likely that they alone will be used in the future, and that in a few years, black powder will exist in memory only.

Mr. Allerton and the Old Salt.

"A high Government official" has been talking about the trust mania. "This craze for consolidation of industrials reminds me," he said, "of Sam Allerton and his yacht."

The story runs something like this:

Mr. Allerton built for himself a fine country house on the shores of Lake Geneva, Wis. It was as fine as anybody's home in that locality. When he had the house about finished some one told him he would have to have a yacht, not one of the modern steam yachts such as you see down East, but a sailing boat. He ordered one made and was up at the lake when it reached there. He was very proud of his yacht, and although he had never been on one before, concluded that he would like to take a sail right away. In his younger days he had gone fishing a time or two in a canoe, and in that way had learned the rudiments of steering a boat, so he concluded to take the helm. Looking over the group of loungers that had gathered about he shouted out the inquiry:

"Who among you has been to sea?"

"I has, sah," said a tall, rawboned colored man, stepping forward.

"You'll do for one," said Mr. Allerton; "now, who else has been to sea?"

Nobody answering, he turned to the colored man and ordered him to jump aboard, saying: "We two will be enough; we can handle her."

The sails were set, the boat released from its moorings and a start was made. The wind was directly off shore and blowing brisk. Mr. Allerton enjoyed the sensation hugely and congratulated himself on the investment he had made. He was sailing directly before the wind, and he boomed ahead in splendid style. By and by they approached the opposite shore, and, after making several frantic efforts to change the course of the boat, Mr. Allerton called out to the colored man "who had been to sea":

"Here, you! How are we going to turn this blamed thing around? I can't do anything with her."

"'Deed, mister, I don't know what to do. I don't know nothing 'bout them there sails."

The two men pulled and hauled and perspired, but to no effect, and the yacht went on the rocks with a smash. As Mr. Allerton waded ashore he turned angrily to the colored man, who dragged himself drippingly after him, and said:

"I thought you told me you had been to sea?"

"I was, sah; eight years."

"What the deuce did you do to sea?"

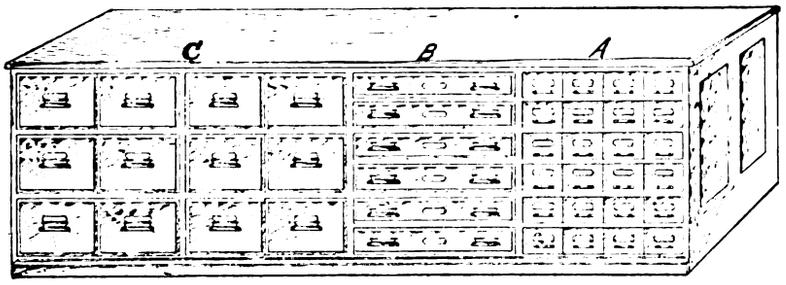
"I was a cook, sah."—*Chicago Evening Post.*

Digitized by Google

Warren's Interchangeable Drawer Bases.

The J. D. Warren Mfg. Co., in the Masonic Temple, Chicago, have just brought out a most important improvement in their patent Hardware shelving by an improved form of construction of bases, so that they are nearly as practical and valuable as the cabinets above—at least they form that combination of construction that makes them almost inseparable. They are, compared with the common base, claimed to be as great an improvement as the electric light is over the ordinary candle.

The spaces in the bases hereafter will be so constructed that the drawers will be "interchangeable" from one base to another, or one space to another, thus enabling the merchant to transfer any size drawer (excepting one) to any place along the base he desires. Through this principle of transferring the drawers in the bases, as well as the cabinets above, goods of any kind can be transferred to any other location of the store, and assembled in whatever form the merchant may desire, and at any location he may wish.



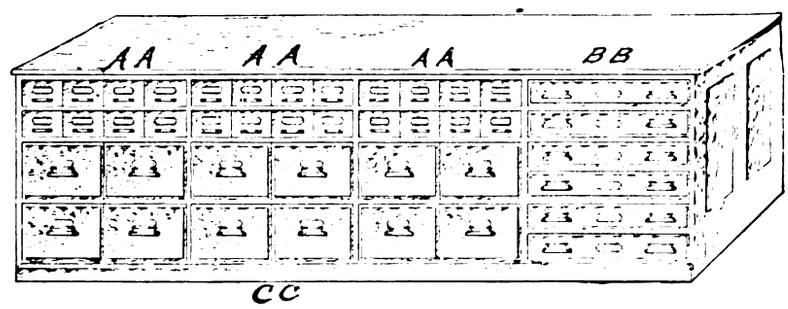
The study of the J. D. Warren Mfg. Co. has been to assemble goods in as compact a space as possible, at the same time having a distinct separate place for each article, and in carefully studying this they find the bases beneath the cabinets figure as a most important part and make valuable a space that has heretofore been usually ignored. They feel that the space between the floor and the shelving is one of the most valuable locations for convenience of keeping goods and rapid waiting on customers.

The bases are so made with the cabinets above that all goods of one class are assembled, so that in waiting on a customer it can be done in a short space of time, thereby saving hundreds of steps to the merchant and many to the customer (that occur when stock is placed so that both have to walk from one portion of the store to another several times during a purchase.) For instance, take builders' Hardware. They seek to have all the patterns of fasteners, pulls, locks, etc., well displayed in the cabinet with the glass front drawers. Then beneath this cabinet is a base finished with drawers with various movable partitions, giving a space for the storage of heavy fixtures, such as parlor sliding door hangers, sash cord, blind hinges, etc. These drawers serve the purpose of carrying goods that could not well be put in the drawers with the glass fronts, as many of them are naturally too heavy, and then again, proper partitions could not be arranged in the upper cabinets.

Through the form of construction of their new base, any size drawer, from four inches wide up to twenty-four inches can be transferred to any base. The smaller drawers are arranged in a sub-cabinet, as shown in cut "A."

Another very important feature of these improved bases is that for goods that may be too numerous to conveniently handle in the glass front drawers, the merchant can have one glass front drawer sampled with the goods, showing various patterns, but the stock and various lengths can be conveniently carried immediately under this glass front drawer in the base. For instance, files, chisels, etc. By the display of a line in one drawer the customer's attention is called to that line.

In the base immediately under it, which has ample depth from front to back, it enables the merchant to place each size of chisel or file in a drawer by itself, so that it is quickly found, and the stock is always kept separated, and requiring but little thought or study by the most inexperienced merchant or clerk to know where each article and size is. By this the merchant has the advantage of the sample displayed and the heavy, bulky stock stored where he is relieved from lifting the weight of the heavy drawers, and can easily reach the stock by drawing out the correct one in the base. This feature they carry throughout their shelving—it being equally important and valuable in each line.



The American Trade Index of Manufacturers which was issued last December by the National Association of Manufacturers of Philadelphia, received a wide distribution in various quarters of the globe, and it is to be duplicated this fall by a Spanish edition, it having been translated into that language, and is now on the press, with the expectation of being ready for distribution within about two weeks. It will be a volume of nearly 500 pages, and it is the intention of the Association to distribute 5000 copies without any charge whatever, to the best merchants in the Spanish-speaking countries. They are encouraged to do this, as on a number of occasions, visitors from South America and Europe have come to their offices with a copy of the English edition under their arm, and they feel confident that this is one of the most effective plans for bringing the names and business of American manufacturers prominently before the attention of foreign buyers. It certainly would be a rare thing for a book of such importance to be thrown away by any one who had received a copy, it being very desirable to keep for permanent reference. While this is not claimed to be a complete directory of American manufacturers, as it embraces only the members of this particular association, it gives an evidence of what might be done on a larger and broader scale, embracing a greater number of the industries of the country, and is deserving of a wide distribution.

HARDWARE'S "Prices Current" are reliable.

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: Fall business starts in with a good, healthy impetus. Less anxiety is given to changing prices, which are all on the up grade, than to the seller's ability to deliver the goods he is so fully prepared to enter orders for. Factories have done the best they could to utilize the summer months, usually dull enough, to the heaping up of some surplus products, and the partial filling of unfilled orders, which some of them wish had never been taken. Increasing facilities are progressing on every hand, and the prospects are, barring the difficulty in obtaining raw material, that all orders will be within reach before the early buyer for Spring requirements begins his hustling for 1900.

Wire Nails: The American Steel & Wire Co. announced on Sept. 1st a new advance in the price of wire nails of 15 cents a keg. This had begun to be anticipated by the trade, to stimulate sales, and they would have been disappointed if it had failed to arrive. It does not seem to affect the traffic adversely, the demand being exceedingly good. Present quotations may be stated as follows, f.o.b. Pittsburg, 30 days net.

To jobbers in carload lots	$2 65
To " in less than carload lots	2.67½
To retailers in carload lots	2 80
To " in less than carload lots	2.90

New York prices are represented by the following, the demand, as usual at this season of the year, being a satisfactory one:

To retailers, carload lots on dock	$2.75
" less than carloads on dock	$3.00 to 3.10
Small lots from store	$3.10 to 3 15

Cut Nails: Since the publication of our previous issue, the Eastern cut nail manufacturers have made an advance in the price of these staple goods of 25 cents a keg. This was under date of August 29th. The demand, however, continues good, the relative difference between the prices of wire and cut nails keeping the demand uniform by comparison. Difficulty in obtaining material has made deliveries less prompt than is customary so early in the season. We quote as follows, f. o. b. Pittsburg, 30 days net, freight being added to make a net price delivered at destination:

To jobbers in carload lots	$2 40
To " in less than carload lots	2.45
To retailers in carload lots	2 50
To " in less than carload lots	2.65

New York business is in fair volume under the prices named as follows:

Carload lots on dock	$2 55
Small lots from store	$2.75

Barb Wire: An advance was ordered on September 1 by the American Steel & Wire Co. of 50 cents per 100 pounds in the price of painted barb wire, and 15 cents per 100 pounds advance in addition in the price of galvanized barb wire. This was evidently done to discourage the sales of painted wire by making the differential in price too small to be considered much of a saving, and the use of painted wire is expected to fall off. The present quotations may therefore be quoted as follows, f. o. b. Pittsburg, 30 days net:

To jobbers in carload lots, Painted	$3.10
" " Galvanized	3.25
" in less than carload lots, Painted	3.12½
" " " " Galvanized	3.27½
To retailers in carload lots, Painted	3.25
" " Galvanized	3.40
" in less than carload lots, Painted	3 35
" " " " Galvanized	3.50

Smooth Wire: On the date when the other advances in wire products were made, smooth wire was advanced 15 cents per 100 pounds on base price, with no change in the extras for galvanizing, which remain as they have been for several months. Quotations are as follows, f. o. b. Pittsburg, 30 days net:

To jobbers in carload lots	$2.50
" in less than carload lots	2.52½
To retailers in carload lots	2.65
" in less than carload lots	2.75

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Steel Oilers: Noera Mfg. Co., Waterbury, Conn. John H. Graham & Co. No. 113 Chambers Street, selling agents, announce the following changes in prices of their goods, spring bottom, copper plated steel oilers, 70 and 10 per cent discount. Railroad and engineers, 60 and 5 per cent.

Standard Tree Pruners were advanced on September first to 75 and 10 per cent. discount.

Hammers, Hatchets, Etc.: Fayette R. Plumb, Inc, Philadelphia, Pa., under date of August 16. has issued a new revised discount sheet, in which a number of advances are noted over the one published in our issue of August 10th. Some changes are more worthy of note, but many of them are from 2½ to 7½ per cent. advance on prices then quoted.

McKinney Mfg. Co., Allegheny, Pa., John H. Graham & Co, No. 113 Chambers Street, New York, selling agents, announce the following revised discounts on bright steel butts and strap and T hinges.

BUTTS.

Discounts apply to list of Apl 1, 1805.

Class No	Discount.
700	60&10%
703	60&10
704	60&10%
705	60&10%
707	60&10%
709	60&10%
711	60&10%
713	70&10%
714	70&10%
715	66⅔%
717	66⅔%
719	66⅔%
721	66⅔%
723	66⅔%
724	66⅔%
725	66⅔%

HINGES.

Discounts apply to list of Mch 15, '98.

Light Strap	66⅔%
Heavy Strap	70%
Light T	50&10%
Heavy T	60&10%
Extra Heavy T	66⅔%
Long Chest	45%
Hinge Hasps	45%
Crate Hinges	66⅔%
Crate Hasps	45%

Cordage: The following quotations may be said to represent the market at the present time.

Manila, 7-16 inch and larger	per pound,	12½ to 13 cents.
" ⅜ inch	"	13 to 13½ "
" ¼ and 5-16 inch	"	13½ to 14 "
Sisal, 7-16 inch and larger	"	9½ to 10 "
" ⅜ inch	"	10 to 10½ "
" ¼ and 5-16 inch	"	10½ to 11 "
" Lath Yarn	"	9 to 9½ "

The price of jute rope is 5½ to 6 cents.

Luther Boardman & Son, East Haddam, Conn., have recently issued a new net list catalogue "C" which is intended to supersede the catalogue "B" previously in use, terms remaining the same.

Humason & Beckley Mfg Co., New Britain, Conn., and No. 80 Chambers Street, New York, under date of July 1st, announce the following revised discounts to apply to their 1893 catalogue:

	Discount
Belt Punches	Void.
Belt Punch Tubes	40&10%
Bolts	75%
Bow Pins, (Void, except Nos. 1 and 9)	60&10%
Box Hooks	60&10%
Box Openers	60%
Box Scrapers	40&10%
Bright Wire Goods, List July 1, 1899	80%
Bull Punches	25%
Bull Rings	80%
Butter Tryers	25&10%
Cheese Tryers	25&10%
Cattle Leaders	70&10%
Cork Screws	40&10%
Cotton Hooks	60&10%
Hammers	40&10%
Hammers, Tack	50&10%
Hammers, Stone	10c lb. net.
Hammers, Drilling	10c lb. net
Hay Hooks	60&10%
Malleable Hooks and Eyes	70&10%
Meat Hooks, List of April 1, 1898	80&10%
Nail Sets	50&10%
Nut Crackers	40&10%
Pliers	Void.
Pocket Cutlery (list void)	Net
Rail Screws	75%
Saw Sets	20&10%
Screw Driver Bits	40&10%
Tack Claws	60%
Wrought Goods, List of April 1, 1898	80&10%

Bemis & Call Hardware & Tool Co., Springfield, Mass., under date of Sept. 1, announce the following revised discounts on goods of their manufacture, applying to their catalogue and price list of 1896.

	Discount.
Dividers	65%
Compasses	50&5%
Calipers, Wing	60%
" Double	65&10%
" Inside or outside	65&10%
" Straight Leg	65&10%
" Call's Pattern Inside	55
Punches, Cast Steel Drive (Round)	50&5%
" " " (Oval)	50&5%
" Springfield Socket Drive	65%

Digitized by Google

	Discount.
Punches Solid	35%
" Spring	50&5%
" Check	55%
" Nail Sets	20%
Saw Sets, New Pattern Lever	45%
" Lever	20%
" Plate	20%
" Spring Hammer	30&5%
" New Pattern Hammer	45%
" Cross Cut	30&5%
Timber Scribes	30&5%
Awls, Scratch (Ebonized Handles)	30&5%
" (Plain Handles)	30&10%
Belt (Plain Handles)	30&10%
Screw Drivers	30&5%
Box Openers	65%
Six-Inch Steel Marking Gauges	35%
Steel Bevels	50%
Divider Pencil Holders	List.
Steel Pocket Squares	45&5%
Steelyards, No. 3	5%
" Nos. 4 and 5	25%
Wrenches, Briggs' Pattern	30&10%
" Merrick Pattern	50%
" No. 2, Cylinder or Gas Pipe	55%
" No. 3, Pipe, Bright	55%
" Combination, Bright	40&5%
" Combination, Black	40&10%
" Adjustable S Nut	35&5%
" Extra Heavy	45%
" S Pipe	45%
Wrench Parts	List.

Terms net cash thirty days, payable in Boston or New York funds.

Linseed Oil: Under date of Aug. 29, 1899, the Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels ..... 45 cents per gallon.
In lots of 5 barrels or more ..... 44 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 60 cents per gallon. Above prices are subject to change without notice.

THE BOSTON TRADE.

August business closes with evidence of an increased Fall trade and conditions were never more favorable for a continuation of a heavy demand in all lines of Hardware for the balance of the year.

One would naturally expect the great rise in values would check buying, but the demand seems to be fully as large and the continual advances seem to stimulate rather than lessen sales. As one of our customers said to us a few days ago when we told him that builders' Hardware had advanced twenty per cent., "It makes no difference if it has gone up 100 per cent. we must have the goods."

There is still much delay in obtaining prompt shipments from manufacturers and all seem to be willing to accept cancellations when their customers find they are able to procure the goods elsewhere.

The recent advances in wire and cut nails were not unexpected and the trade seem to be willing to pay the advance. In such lines, however, it is evident they are buying only from hand to mouth and quantities are not larger than their immediate wants require. FRYE, PHIPPS & CO.

THE PHILADELPHIA TRADE.

Advances have become the order of the day in such a general way they are no longer regarded as strange or exciting—in fact the trade have acquired a habit of expecting advances and are not surprised when they come, as they are still doing with great regularity. Almost every day brings reports of fresh advances, which seem to be extending to all lines of goods, including many articles hitherto exempt.

Fancy goods are feeling the effect of increased cost, and within the last few days advances have been announced on plated ware, plated knives and forks, high-priced tools and other goods which were supposed to be so far removed from raw material cost as scarcely to be subject to new conditions.

From manufacturers, however, from all sides come increasing complaints of the scarcity of material, and these complaints are more pointed and general than at any time in the past, and manufacturers seem further from catching up on their orders than for some time past.

Many manufacturers are being compelled to make contracts for material for 1900, not only to protect themselves against still higher cost of raw material, but to insure delivery when wanted in time for Spring trade. Under these conditions there is no temptation to cut prices, and the market is very firm in consequence.

It is pleasant to note that the retail dealers generally express themselves as pleased with the situation, and gratified at the prospect before them of making additional money by reason of the increased value of their stocks. It is to be hoped that many dealers who have been working on small capital, and with limited means, will thus make sufficient profit to be lifted out of their cramped condition, so that, hereafter, they will have a larger capital at their command.

Collections are already showing some improvement, and it is our belief this improvement will develop as the year lengthens. Certainly, there is every reason to expect a good Fall trade. Never, perhaps, were laborers so generally and profitably employed, and the vast amount of money being spent in this way must inevitably be felt in the channels of trade. BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

Having in the past two months been a sad witness of the last struggles in two memorable lives and feeling the pangs occasioned by the loss of a devoted mother and that of a good friend and counsellor, in the person of a father-in-law, the writer has had neither inclination nor time to devote to sending his usual trade letters.

The stern realities of life is not more forcibly impressed than when those we love are taken from us and it is with difficulty we find consolation in the wisdom of Providence.

Returning to-day from a short business trip in Virginia, and being in the section recently quarantined owing to the presence of yellow fever, I found a complete revival of trade and ready response to the call for Hardware orders.

Our business generally is in splendid shape, confidence in the market is stimulating purchases and the retailers are laying in their usual Fall supplies.

Collections are correspondingly good, which is a most pleasant evidence of a healthy condition of trade. A few of our farmers are on the lookout for some modern philanthropist, embracing the qualities of financeering and promoting, who will take them under his wing and double the price of cerials, etc.

The recent advance in both cut and wire nails was a little startling, particularly respecting cut nails, we, therefore, can but infer that five cent advances are now off and that in the future we can expect deeds of greater valor.

H. WEBB & SONS.

THE PITTSBURG TRADE.

The Fall trade is now in full swing and is very active. There is every reason why it should be in the district surrounding Pittsburg, for each and every industry hereabout is pushed to its capacity, with work for every man who wants it, at good wages.

Hardware prices continue to advance, and having pig iron as a basis of cost, with good reason. The extraordinary and world-wide demand for iron and steel and their products continues unabated. Of course there will come a time when the top will be reached and a halt called but it does not yet seem to be in sight. Strap and T hinges, cut and wire nails are among the recent advances, while there are daily notices of less important items.

The two bituminous coal combines have been successfully started, one taking all the railroad mines in the Pittsburg district and called the Pittsburg Coal Co., the other taking all mines on the river and known as the Monongahela Coal Co. Undoubtedly great economies can be made in their management by good organization and capable heads, but for the time being the necessary changes will entail individual hardship in many places.

A day's business was given up lately to welcome the Tenth Pennsylvania Volunteers returning from their valiant service in the Philippines. They richly deserved the grand

Digitized by Google

reception our people gave them. President McKinley's speech on the occasion received wide attention.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

The dull summer months of years past were missing this year, and instead the summer gave us months about as active as the busiest of some other years.

Fall business is on with a rush and with September 1st, Saturday afternoon closing and Labor Day in rapid succession, we are nearly driven to extremes. The hay fever season is at its height and robs us of our leader, and you of your regular correspondent, who has banished business cares for the present and is taking a much needed rest together with considerable enjoyment in the wilds of Canada.

Prices continue to advance with no prospect of a reaction in sight. The foolish jobbers and dealers, who did not believe that prices could possibly stay up long enough to let them dispose of the goods they had bought, without cutting the market prices, are no doubt many of them in bad shape now. Their plan of conducting business: wherever you see an order, grab it; much like the Irishman at Donnybrook fair, wherever you see a head, hit it, has proved disastrous for once. Most of them would be glad to buy back some of the goods they were so anxious to sell, and at higher prices than they obtained. In many lines it is difficult to get goods promptly, even at the highest prices, and those who have reserved a supply for the immediate and pressing wants of their customers will serve both them and themselves best.

Many advances, and notably those on wire and nails are promptly adopted now with scarcely an exception. Trade is very good and collections satisfactory.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE INDIANAPOLIS TRADE.

It is through many difficulties that we are able to fill our orders sold earlier, and which are now being demanded, for corn knives, apple parers, lanterns, cross cut saws, and axes.

It has surprised us how the trade, so far as quality is concerned, has changed within the past twelve months. A year ago, the cheapest lantern we could buy, and the lowest priced axe in stock, were in the greatest demand. Now everybody wants the highest priced lantern on the market, and when shown samples of the best and latest axe to be had, they remark: "That is what I want," and when you talk to them about cheap axes, they say: "I guess I carried over all I will sell of them."

Last season we sold very few apple parers, but the year before the dealer wanted something cheap, regardless of quality. We naturally tried to supply the demand, but are now closing out what we had left at a ridiculously low price, expecting the price to move them, while the demand for the 78 Reading, which we had difficulty in moving two years ago, because of the price, are now selling faster than we can get them.

In spite of there being no peaches this year in this section, and not a superabundance of tomatoes, we have had a very large trade in tin fruit cans, cleaning up our stock in good shape. VAN CAMP HARDWARE & IRON CO.

THE COLUMBUS TRADE.

The dry weather continues and everything is suffering from the effects of it. A few local showers the past two days but no general rain. Corn is being cut and a great deal of it will not be as well filled as it would have been had we had rain a few weeks ago; but still there will be an immense crop.

Trade is good and the only trouble now is to get goods. Prices are not very uniform among jobbers, as some seem to think they will be able to replace stock for less than they are selling it for. We know of several instances where jobbers sold goods for less than they could be bought for, and they went the round of jobbers trying to get them to help them out, saying they had oversold and asking if we could not help them by selling them so much at a price so they would not lose. These jobbers who have been doing these smart things are finding out that instead of being able to buy goods at reduced prices, can't get them at any price without waiting their turn with the manufacturers, and their turn may come in two weeks or two months, as manufacturers seem to be unable to keep up with orders. Jobbers are having considerable annoyance on account of not being able to get goods which were to be delivered September first. Axes, cross-cut saws, stove boards, coal hods, stove pipe and elbows are slow in coming in. It is very gratifying to have orders come as freely as they have for several months, but very unsatisfactory to not be able to fill them complete, and the trouble is not with the jobber but with the manufacturer. We know that orders

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

placed with manufacturers six and eight months ago are still unfilled and in some instances where a number of sizes of an article are ordered we will get one or two sizes only and the other sizes to come later, and usually the sizes needed mostly are the ones you do not receive. While this is the best year the Hardware trade has experienced for a long time, it is the hardest in the amount of work. There is no rest for the Hardwareman this year—but it is long hours and hard work. We hope balance sheets will show up results that will repay all Hardwaremen for the extra hours they put in. THE SMITH BROS. HARDWARE CO.

THE SAGINAW TRADE.

The weather is extremely hot, and the country is very dry and needs rain. Notwithstanding, trade keeps up and the lumbermen in Michigan, Wisconsin and Minnesota are preparing to go into the lumber woods heavier than usual, on account of the recent advance in lumber.

MORLEY BROTHERS.

THE DAVENPORT TRADE.

There has been too much time given to the social and entertainment part of life here of late to have many spare moments for writing trade reports. A successful and largely attended street fair at the Moline end of the Tri-city; three circuses within a week, a State Fair at Des Moines and everything closed yesterday for Labor Day, to say nothing of the side attractions including the Cherry Sisters who have been with us for two weeks. Our Electric Street Car Company report fifty-five thousand fares received in one day. The Street Car Company are building a line to the shops of the Government Arsenal. Work on the new railroad between Davenport and Clinton is progressing, and we are promised that trains will be running to Clinton by Thanksgiving Day.

There is an unprecedented demand for all grades of lumber taxing our enormous saw mills to their greatest capacity, and this is especially true of lumber used in manufacturing packing boxes; one factory has taken this season over two million feet fresh from the saw mills. No greater evidence could be given of the increasing sale of general merchandise as well as of shelf Hardware. Prices of Hardware are still climbing skyward, and the invariable reason given for their continued advances are scarcity of raw material. Manufacturers who make iron and steel for a living evidently will not perish for hunger this year, while the twisters of rope, crushers of flax and corroders of white lead may also hope for at least three meals a day.

The political orator is going about through the land and the sound of his voice can be heard in every town and hamlet thereof. The demand does not seem to be so much for a change in the policy that has given such great prosperity, as it is for the political offices. So far like raw material, the supply is unequal to the demand.

Crops were never better, money plenty, interest rates low, trade good and collections satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE ST. PAUL TRADE.

The record for eight months of the year 1899 is now made up, and eventful and exciting months they have been to those who have had anything to do with the iron and steel markets. The like has never before been experienced in the history of the Hardware business. Those of us who were in business in 1879 will recall the boom of that year, which approaches nearer to the present condition than anything that has occurred within the experience of the writer. Can we profit by the knowledge gained by this experience? Well, perhaps we can to some extent, but we know that in this life we never twice meet with the same events, or conditions surrounding them. If this were not so, we would only have to study the history of the past to know how to shape our daily affairs.

We remember that the boom of '79 was of short duration.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

Advances were very sharp and rapid, and, the end coming suddenly, the declines were equally sharp. A good many staple goods were bought by jobbers and others at the top of the market, and before they could be unloaded, the price had dropped to as low a point as the lowest before the boom began.

The question to consider now is this: Does the present situation warrant the large advances that have recently been made, or, are they unnatural and unhealthy, being caused by so-called "Trusts," and, therefore, liable to collapse at any time? We know that before the present advances were made, the prices ruling were abnormally low, and with all expenses reduced to the lowest possible limit, labor included, manufacturers were complaining that they could not always get the money back that they had put into their goods. We recognize that such a condition could not continue long without disastrous results to all business interests, and therefore it was perfectly legitimate to expect a change, especially as the agricultural interests of the country were in so prosperous a condition. Therefore, it would seem that these advances were inevitable—Trusts or no Trusts.

Now, is any one class of people getting an undue share of these advances, or are the benefits pretty evenly distributed? From general reports, it appears that the condition of all classes is greatly improved over that of a year ago. There is plenty of work for all who want to work, and at greatly increased wages. Money is plenty and cheap. General prosperity reigns. The thought of the country governs the country. "The wish is father to the thought." Do we wish for a change? Prices are not unreasonably high. A good proportion of the advance is given to labor, which advance immediately goes into circulation, thus making the prosperity that we are having.

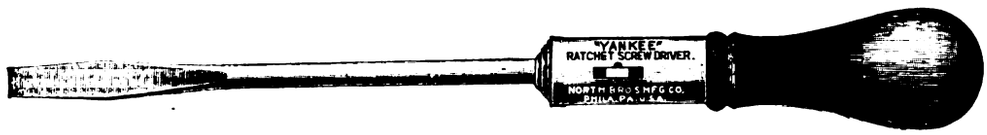
As far as we are concerned, we enjoy the present situation vastly more than we did that of a year ago, and we hope no change will occur unless it is for greater prosperity. Reports come from our farmers that help is scarce, and that $2 50 per day and more, including board, is readily paid for harvest hands. Crops are generally good; prices for farm products improving. Every indication points to a large Fall business. So mote it be.

C. W. HACKETT HARDWARE CO.

THE MINNEAPOLIS TRADE.

It is about the same story, everybody is busy, conditions generally very favorable. We think as a rule dealers are getting the advances as they are made. Still every little while we know of deals being closed apparently without regard to present cost of goods, and in some instances at less figures than they can be replaced for. During the month of August we had considerable rain; that is especially true in some sections of the Northwest. The up-to-date farmers who were attending strictly to their business

Digitized by Google



NO. 10 "YANKEE" RATCHET SCREW DRIVER.



NO. 30 "YANKEE" SPIRAL-RATCHET SCREW DRIVER.



NO. 40 AUTOMATIC DRILL.

"YANKEE" TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS. SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

MANUFACTURERS,

NORTH BROS. MFG. CO.,

PHILADELPHIA, PA.

stacked their wheat, but a great many shiftless ones left the wheat in the shock waiting for the thresher to come along, which they hoped would come before there was much damage. Their crop is in very bad shape. We learn of one section where it is estimated fully one-half of the crop that has been gathered in good condition has been ruined through shiftlessness. Probably only a small portion of the total amount has been affected, but it seems too bad when a crop is practically ready for the market to have any portion of it spoiled in this way. It is generally understood that while the crop is large, it is not as large as it was estimated along in July. In view of the fact, however, that the farmers generally were in excellent financial condition, there will be money enough come out of this crop to keep the Northwest in as prosperous condition, thus assuring good business for the next year to come.

Building operations are quite extensive in the city and surrounding country. While occasionally we hear of some one who has given up the idea on account of increased cost of material, labor, etc., we believe the fact that the people generally are prosperous and business good, enough others are enabled to build, that it more than offsets, and we cannot see any prospect of a decline in values of building material for the next year to come. The saw mills are all very busy in spite of the advance of three or four dollars per thousand on lumber. There is a decided scarcity of some grades. There are indications of a little better feeling in real estate circles, and increase in values and sales is something to be desired. W. K. MORISON & Co.

THE OMAHA TRADE.

There is little or no change in the prevailing conditions during the past week. Trade has still held its own and the prospects are that the present activity will continue and the scarcity of goods and the difficulty in procuring supplies apparently grows worse instead of improving.

Occasional complaint has been made during the past week of dry weather and extreme heat affecting the corn crop, but there is no possibility of any serious damage and under the most unfavorable circumstances, the yield will be the largest in the history of the State, though, of course, there will always be some people who feel hurt because it is not more.

Trade and collections are alike good.

RECTOR & WILHELMY Co.

THE PORTLAND TRADE.

Business continues good and prices are maintained better than we had anticipated. There is little, if any, cutting, as the jobbers realize that when they next replenish their stocks it will be at higher prices than those now ruling.

The weather conditions are favorable for the farmers, and the crops are looking finely. The manufacturers who are dependent on water power are complaining of the long continued low state of the rivers, as there has been very little rain this season, barely enough to keep the crops growing, but it is getting so near the time that we may expect Fall rains, that we do not apprehend much inconvenience from this source.

Collections are good, and the retailers seem to be enjoying a better trade than is common at this season. From the present outlook, we cannot see any reason why we should not have a good Fall business.

The high price of lumber will stimulate the lumbermen to increased output, and the prospect is good that they will get high prices another season.

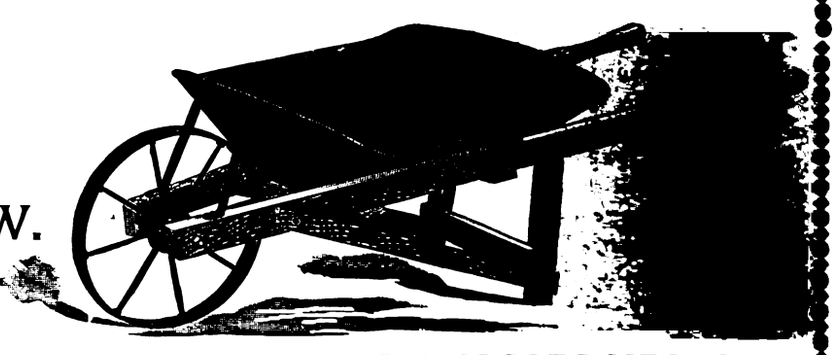
EMERY-WATERHOUSE Co.

OBSERVATIONS OF A FINE TRIP DOWN EAST.

Desiring a change of atmosphere from that of the heat dispensing West, and wishing some recreation from busi-

PAN-AMERICAN R.R. BARROW.

With Round Steel Spoke Wheel. The most durable, lightest and best barrow made. Used all over the world. Barrows for all purposes.

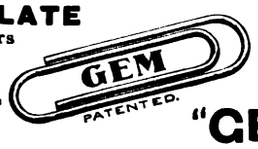


Write THE KILBOURNE & JACOBS MFG. CO.

COLUMBUS, O., U. S. A.

Digitized by Google

Don't
MUTILATE
your papers with pins or fasteners but use the . . .



"GEM"
PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

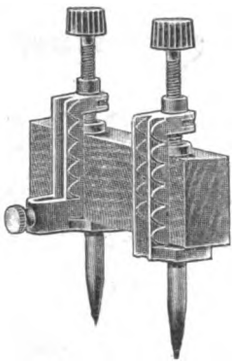
Price, 15 cents per box of 100.

CUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N.Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.



TRAMMEL POINTS.

These new Trammel Points are so constructed that they can be attached to one side of any straight stick, without exact regard to its size, and are thus quickly adjusted for use.

The peculiar form of the socket makes it possible to use an ordinary-sized pencil, or a full-sized oval-shaped Carpenters' pencil.

No. 4. Nickel-plated, with Steel Points--per pair, $0 75

ness, I took a vacation trip down to Boston, via Providence, R. I., thence to the British provinces.

Much has been written of

"Boston, the beautiful city,
Where all is rare, ancient or new,
With its parks, its gardens, its palaces,
Presenting a wonderful view."

This indeed is true. Boston's superb public gardens and restful Common never looked more cheerful. Tremont Street, which a few years since was closely netted with overhead wires, is at present clear as the sky at noon-day, the magnificent subway enabling the city to dispense with all overhead wires and surface cars on this street. The varied natural scenery of Boston's beautiful harbor, the gilded dome of the statehouse, scores of spires and well-known landmarks sank slowly into the horizon as we comfortably located on the *Grand Duchess* (the most elegant steamer of the East) passed Castle Island, Fort Warren, Fort Independence, and soon lost sight of the busy cities of Lynn, Revere Beach, Swampscott, Deer Island, Winthrop and the fashionable Nahant, on the east, and Pemberton and Nantasket (the "Manhattan Beach" of Boston) on the right. The stately vessel gracefully making her way down the channel, the fleet of pleasure yachts and fishing sloops were beautiful to behold. As the broad Atlantic unrolls majestically before you, its tempered breezes bring the roses of health to the faded cheeks.

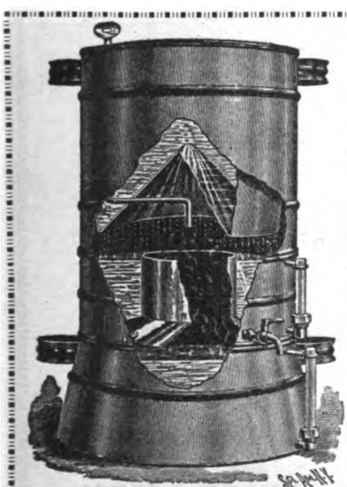
We left Boston at 6 P. M., due at Halifax, N.S., at 5 P.M. the following day. Before reaching her destination, however, the ship was hemmed in by a dense fog and had to lay to until the next morning. Upon entering the harbor, a shadowy glimpse of the city of Halifax is sighted, and upon nearing the city, a flag is noticed which is invariably hoisted upon the citadel, situated on the hill overlooking the city. Many war vessels were to be seen in the harbor, and the beautiful city of Dartmouth on the right. In visiting Halifax, and calling on the Hardware trade, they were all very jubilant, and expressed much satisfaction in the achievement ef success shown in the unprecedented sales they had made in 1899. A carriage ride through the splendid park of 350 acres and the lovely public gardens, gave evidence of much pleasure to all the party. St. Paul's Church was called to the attention of the writer as being the oldest building in the city, having been commenced in 1749. We were also shown through the Citadel, and the barracks within its walls are capable of accommodating a large number of troops; over the entrance gates were two mortars which were captured from the French at Louisburg, Cape Breton. Returning by the way of Amherst, N. B., to Boston, we completed a pleasant sojourn long to be remembered.

GEORGE B. MAIN.

The addition to the foundry at F. E. Myers & Bro.'s shop, Ashland, O., is completed and presents a fine appearance. It possesses all the up-to-date conveniences to be had in the most modern foundries, and is one of the largest in this part of the State. The foundry is now 120 feet wide by 260 feet long and will accommodate a force of 125 men. In the core making room, the oven is a decided improvement over the old style ovens used for drying cores. It is about thirty feet long and stands in the center of the room and has two tiers of doors all round opening into it. The benches for core makers are round the oven. This idea is one designed by P. A. Myers and is the latest improved style.

The W. & E. T. Fitch Co., of New Haven, Conn., are shipping saddlery and coach springs to England. William E. Peck & Co., of this city, having secured orders for these special lines.

The oldest German coal mines were first worked in 1195. They are near Worms. England did not begin to mine its coal until the fourteenth century.



SOLD in every State and Territory and in every foreign country.

The demand for an article that will produce pure, distilled, aerated water has reached the point where we have made sales as above. The

SANITARY STILL

fits any kind of a wood, coal or gas stove; simple as a teakettle and as easily cleaned and operated; lasts a lifetime and produces at one operation pure, spark ling, aerated water at a cost of from 1 cent to 2 cents a gallon.

We have inquiries from our advertisements from all parts of the country and desire correspondence with live hardware dealers to act as agents.

Only Still recognized by U. S. Government.

Six styles from which to choose.

Let us send you booklet and testimonials telling about the Still and what people think of it.

THE CUPRIGRAPH CO., 95 No. Green St., CHICAGO, ILL.

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.
They always sweep well.
Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Runni g Qualities.
Beauty of Finish.
Mechanical Perfection.

Our Catalogue and prices will interest you.

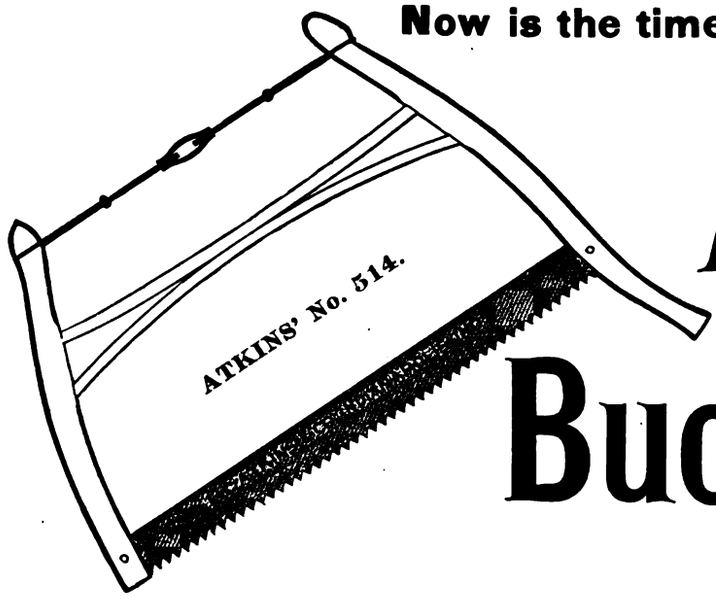
The Goshen Sweeper Co.,

EVERY SWEEPER WARRANTED.

GRAND RAPIDS, MICH.

Digitized by Google

Now is the time to fill up your stock.



ATKINS Buck Saws

Are superior. We manufacture a full line.

E. C. ATKINS & CO., Leading Saw Mfrs.,

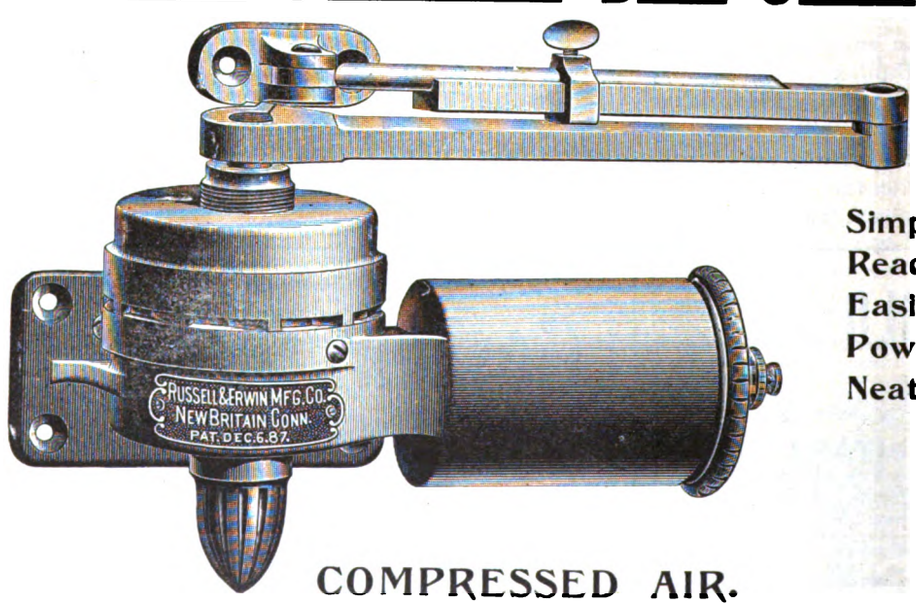
BRANCH HOUSES: INDIANAPOLIS, IND.

MEMPHIS, TENN. MINNEAPOLIS, MINN. CHATTANOOGA, TENN.

TEMPORA MUTANTUR ET NOS MUTAMUR IN ILLIS.

GUARANTEED TO DO ITS WORK PERFECTLY.

COLUMBIA PNEUMATIC DOOR CHECK AND SPRING.



Simple in Construction.
Readily Applied.
Easily Regulated.
Powerful in Action.
Neat in Appearance.

COMPRESSED AIR. NO LEAKAGE.

Russell & Erwin Manufacturing Co.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.

NOT What You Pay but What You Get for What You Pay.



$1.50 per dozen Cash with order Size 11x12¼x3

The Best Office Desks at reasonable prices.
THE U. S. DESK & FILE CO., INDIANAPOLIS, IND.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,
ALSO HEADQUARTERS FOR
GALVANIZED AND TINNED NAILS,
BOAT NAILS, SPIKES, ROUND IRON RODS,
SLATING & ROOFING NAILS, SLATERS' TOOLS,
COPPER NAILS AND TACKS,
279 PEARL ST., NEW YORK.
ESTABLISHED 50 YEARS.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



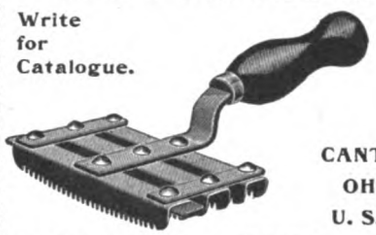
The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

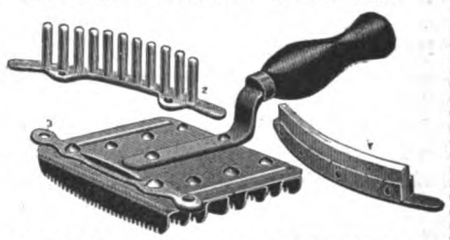
CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both STIFF and FLEXIBLE BACK CURRY COMBS.

Write for Catalogue.



CANTON, OHIO, U. S. A.



SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,
35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.
Manufacturers' Agents
Iowa Farming Tool Co. Cortland Door & Window Screen Co.
Oliver Chilled Plow Works. Relay Bicycle Mfg. Co.
North Wayne Tool Co.'s Little Giant Scythes,
Grass Hooks and Hand-Made Axes.

APPROXIMATE NUMBER OF WIRE NAILS PER POUND.

WIRE GAUGE.	DIAM. W. & M.	APPROXIMATE SIZE.	3/16	1/4	5/16	3/8	7/16	1/2	9/16	5/8	1	1¼	1½	1¾	1½	2	2¼	2½	2¾	3	3½	4	4½	5	6	7	8
	Inches.	*Inches.*																									
00	.331	1½ scant.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	33	27	23	20	18	16	15	14	12	10	9	8	7	6	5
0	.307	1⅜ full.	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	34	29	25	21	19	17	16	15	13	11	10	9	8	7	5½
1	.283	1¼ scant.	.....	.....	.....	.....	.....	.....	.....	.....	.....	57	50	45	38	32	28	25	23	21	19	16	14	13	11	10	8	7
2	.263	1¼ full.	.....	.....	.....	.....	.....	.....	.....	.....	.....	65	58	52	44	37	32	29	26	24	22	19	16	14	13	11	9	8
3	.244	1⅛ scant.	.....	.....	.....	.....	.....	.....	100	87	76	67	60	50	43	38	34	30	28	25	23	19	17	15	13	11	10	
4	.225	1⅛ full.	.....	.....	.....	.....	.....	.....	120	103	90	80	72	60	51	45	40	36	33	30	26	23	20	18	15	13	11	
5	.207	1	.....	.....	.....	211	169	141	121	106	94	85	71	60	53	47	42	39	35	30	26	24	21	18	15	..	..	
6	.192	⅞ full.	.....	.....	.....	247	197	164	141	123	111	99	82	71	62	55	50	45	41	35	31	28	25	21	18	..	..	
7	.177	⅞	.....	.....	.....	299	239	200	171	149	133	120	100	85	75	67	60	54	50	43	37	33	30	25	..	..	..	
8	.162	¾ full.	.....	.....	.....	345	275	229	197	172	153	137	115	98	86	76	69	62	57	49	43	39	35	29	..	..	..	
9	.148	¾	.....	.....	.....	414	331	276	236	207	184	165	138	118	103	92	82	75	69	59	52	46	41	..	..	..	..	
10	.135	⅝ full.	.....	.....	663	496	397	333	283	248	220	198	165	142	124	110	99	90	83	71	62	55	50	..	..	..	..	
11	.120	⅝ scant.	.....	.....	837	628	502	418	359	314	279	251	209	179	157	139	125	114	105	90	79	70	..	..	..	..	..	
12	.105	⅝	.....	.....	1.096	822	658	548	469	411	365	329	274	235	205	182	164	149	137	117	103	..	..	..	..	..	..	
13	.092	⅝	.....	1.429	1.072	857	714	613	536	476	429	357	306	268	238	214	195	178	153	..	..	..	..	..	..	..	..	
14	.080	⅝	.....	2.840	1.893	1.420	1.136	947	811	710	631	568	473	406	350	315	284	258	236	..	..	..	..	..	..	..	..	
15	.072	⅝	.....	3.504	2.336	1.752	1.402	1.168	1.001	876	778	701	584	500	438	389	350	..	..	..	..	..	..	..	..	..	..	
16	.063	⅝	.....	4.571	3.048	2.282	1.828	1.523	1 305	1.143	1.015	913	761	653	571	508	..	..	..	..	..	..	..	..	..	..	..	
17	.054		.....	6.233	4.156	3.116	2.495	2.077	1.781	1.558	1.385	1.246	1.038	890	779	..	..	..	..	..	..	..	..	..	..	..	..	
18	.047		.....	8.276	5.517	4.138	3.310	2.758	2 364	2.069	1.839	1.655	1.379	1.182	..	..	..	..	..	..	..	..	..	..	..	..	..	
19	.041		.....	10.668	7.612	5.331	4.267	3.556	2.933	2.667	2.370	2.133	1 778	..	..	..	..	..	..	..	..	..	..	..	..	..	..	
20	.035	½ full.	20.000	15.000	10.000	7.500	6.000	5.000	4.400	2.750	3.333	3.000	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	
21			23.702	17 777	11.850	8 888	7.111	5 926	5.079	4.444	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	
22			30.476	22.856	15.227	11 428	9.143	7.618	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	

This Table is an *Average* only, and the figures given may be varied slightly either way, by changes in the dimensions of the heads or points.

Hopkins' "Handy Notes and Queries."

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Covington, Tenn.—A charter has been granted to the Tennessee Hardware Co., of Tipton County, with $5000 capital. The incorporators are J. L. Richardson, J. T. Eddins, W. A. Owens, C. E. McFadden, W. C. Beck, W. V. McFadden and W. V. Bringle.

Eldorado, Ark. — The J. H. Garrison Hardware Co.

Glenville, Ohio.—The Englehart-Fulton Co. has been incorporated by G. H. Englehart, H. I Fulton, L. A. Craig, J. C. Cone, and T. K. Dessette; to manufacture and deal in general Hardware, builders' supplies, etc. Capital stock, $10,000.

Hughesville, Pa.—J. J. Maloney & Sons has opened a general Hardware store in the building formerly occupied by Reed Bros., on Main Street. They will run in connection with the store a plumbing and tinware establishment in the rear of the building.

Huntington, W.Va.—The Emmons-Hawkins Hardware Co.has been incorporated by C. D. Emmons, J.L. Hawkins, E.V. Carter, D. W. Emmons, and A. S. Emmons; to do a wholesale and retail Hardware business.

Montreal, Can.—F. Mouillie & Co. locksmiths, new firm, recently commenced business.

Montreal, Can.—The Pallascio Hardware Co. has been incorporated, with M. Lavoie as president.

Changes and Improvements.

Armada, Mich.—E. P. Cudworth, Hardware, has removed his stock to the old Latham store, where he will do business until his new store is completed.

Bismarck, Pa.—S. F. Keller, who has been in the stove and tinware business here for the past nine years, has moved his business to the west end of Annville.

Argentine, Mo.—The stock of Hardware formerly owned by J.E.Wiscoskie, has been sold by Assignee G.W.Gully to Myer Hurla for $2930. Mr. Hurla will open the store for business and will operate it for a time at least.

Caneadea, N. Y.—B. D. White has sold his Hardware business to Charles Lucas, of Castile.

Carson City, Mich.—The Carson City Implement Co. has closed up its business here and removed to Crystal.

Centralia, Ill.—The Centralia Iron & Nail works has dissolved.

Chester, Pa.—Albert Smith, who for years has been conducting a Hardware store on Third Street, below Flower, has moved to Third Street near Wilson, where he will conduct the store in conjunction with the plumbing and stove store of his son.

Corpus Christi, Tex.—H. D. C. Gussett, wholesale Hardware business has been purchased by John U. Bluntzer and Randolph Robertson. The new firm will assume charge on September first.

Cylinder, Ia.—Wells & Hughes have succeeded C. Mosness.

Denison, Tex.—Owen McCarthy, Hardware, sporting goods, etc., business purchased by Hartzog & King, who will continue same.

Eldorado, Ark.—A. A. Norris and James Mellor are tearing away the old frame storehouse of Mr. Mellor and on its site they will erect a large brick building to be used as the Hardware store of the A. A. Norris Hardware Co.

Emden, Ill.—Fred. Zimmer has purchased the Hardware and implement business of H. J. Faulken & Co.

Galatin, Tenn.—M. A. Enwig & Co. have purchased the J. Wile lot, and will immediately commence the erection of a large two-story Hardware and implement store, at a cost of about $5000.

Grafton, W. Va.—The consolidation of Long & Bro. and H. J. Mugler into one under the name of J. F. Leachman & Co. places two of our well established Hardware stores into one.

Hutchinson, Kans.—J. N. Shanahan has bought H. Devier's interest in the firm of Geo. McKinstry & Co.

Jackson, Mich.—Keeley & Crowley, boiler plant, sold at auction, and purchased by John Crowley.

Jeffersonville, Ind.—Carr & Lindley, the Hardware merchants, have leased the Oglesby-Fry building at the corner of Spring and Maple Streets, and will occupy the lower floor. The upstairs will be rented for offices.

Kent, Ohio.—A. C. Smith, retail Hardware, sporting goods, etc., business purchased by the Kent Hardware Co.

Litchfield, Ill.—E. M. Austin has purchased the Hardware stock of Woolley & Simmons, who will retire from business.

Little Rock, Ark.—The Fones Bros. Hardware Co. are putting a new and handsome front to their business house.

Macedonia, Ia.—Lane & Son have succeeded Lane & McCready.

Parkersburg, W. Va.—The W. H. Smith Hardware Co. have opened their several large warerooms on Jackson Alley, for retail trade. As soon as the firm can settle with the insurance companies it is understood that a large and handsome modern business block will be erected at once, on the site of their store which was destroyed by fire a few weeks ago.

Port Huron, Mich.—Sturmer Bros. are building an addition to their Hardware store.

Quakertown, Pa.—The new stove works is ready to begin operations.

Miami, Fla.—Hon. J. W. Watson is erecting a new two-story brick block which he will stock as a Hardware store when completed.

Reading, Pa.—Extensive improvements have been made to the Hardware store of Bard, Reber & Co., Eighth and Penn Streets, which have given the firm better accommodations in handling their large trade. An elevator has been put in and the third floor, formerly occupied by the Knights of Friendship, has been fitted up for storage room purposes. A handsome new front has also been added, greatly improving the appearance of the building.

Reading, Pa.—Hertzog & Heilman, Hardware dealers, Sixth and Bingaman Streets, are erecting a 25-foot addition to the Bingaman Street end of their store. It will be three stories high.

Rock Island, Ill.—The Rock Island Plow Co. are making extensive changes in their equipment.

Saybrook, Ill.—The firm of Lott & Spradling, Hardware dealers, has dissolved, Mr. Spradling retiring. The business will be conducted by Mr. Lott, who will increase the stock.

Sunbury, Pa.—William H. Heim has purchased the Hardware store which has been conducted under the name of Heim's Sons, and will personally operate it.

Business Embarrassments.

San Francisco, Call.—Bastian den Besten, a Hardware merchant, has filed a petition in bankruptcy in the United States District Court. His liabilities are $2,296.05; assets, $1,278.81.

Burglaries in Hardware Stores.

Battle Creek, Mich.—V. C. Wattles, $50.

Columbus, Ohio.—Fred. Miller, $100.

Latrobe, Pa.—Edward Houck, revolvers.

Muskegon, Mich.—Karet & Dekker, small loss.

Thedford, Ont.—W. N. Ironsides, bicycle.

Fires in Hardware Stores.

Anacostia, Md. — The Hardware warehouse of J. Frank Campbell has been destroyed by fire.

Cass Lake, Minn.—John Meining & Co., Hardware merchants, recently damaged by fire.

Greenville, Tex.—F. E. Alexander, tin shop and cornice works, damaged by fire.

La Grange, Ill.—John Blaser's Hardware store has been destroyed by fire.

Minto, N. Dak.—Chas. White's Hardware store has been damaged by fire.

Montreal, Can.—J. H. Gardner & Bros., plumbing, damaged by fire.

Montreal, Can.— May Bros., Hardware merchant, damaged by fire.

New Canton, Ill. — Koeler's Hardware store has been destroyed by fire.

San Antonio, Tex.—The Heusinger Hardware Co., slightly damaged by fire. The fire was the work of an incendiary.

Vicksburg, Miss.—The Lee Richardson Hardware Co.'s big warehouse was recently destroyed by fire.

Victor, Colo.—The Morrell Hardware Co., recently damaged by fire at a loss of $25,000.

Victor, Colo.—The Tompkins Hardware Co., damaged by fire recently, at a loss of $25,000.

Digitized by Google

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.



The Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



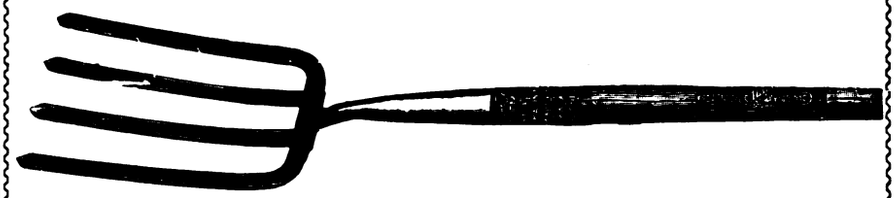
Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.

"Columbia" Socket Spading Forks.

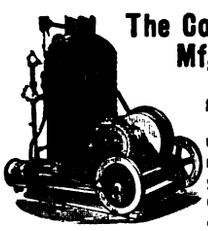


Heavy Angular Tines. Extra Strong Shank and Socket.

MADE EXCLUSIVELY BY

THE IOWA FARMING TOOL CO.,

Fort Madison, Iowa.



The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

STEAM, HORSE and HAND POWER

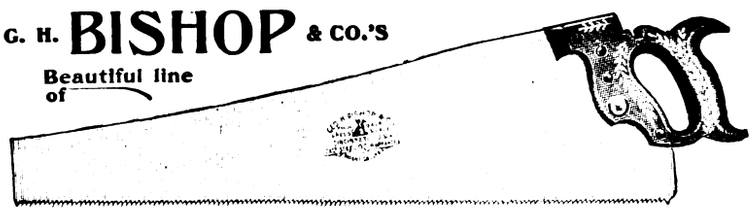
HOISTING MACHINES,

Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

SAWS

G. H. **BISHOP** & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."



CARBON (Black Diamond) TOOLS

FOR

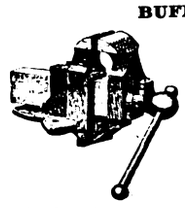
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.

THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

Howard Iron Works,

BUFFALO, N. Y.



Manufacturers of

BENCH VISES.

Price Lists Sent on Application.



CHEAPEST

IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,

458 Quincy St., Brooklyn, N. Y.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements. etc, will be gladly received, and promptly published.

New Companies, Etc.

Baltimore, Md.— The Central Metal & Supply Co. has been incorporated with August Wehr, president; Dr. G. W. Lehmann, vice-president; William Schlipp, Jr., secretary-treasurer; to conduct a general metal and plumbers' supply business. Capital stock, $50,000.

Baltimore, Md.—The Home Mfg. Co., has been incorporated by Winfield E. Beveridge, Charles H. Burns, John T. Fardy, and Frank R. Kinsley; for the purpose of manufacturing steam cooking vessels and household specialties. Capital stock, $10,000.

Big Rapids, Mich.—The Parlor Furnace Co. is the name of a new concern which will shortly commence business at this place. They will manufacture the Herendeen patent stove.

Braddock, Pa.—The E. A. Henry Wire Co. has been incorporated by E. A. Henry, E. F. Austin, H. Stanyon, C. C. Dean, and J. T. Glaser; manufacturing iron and steel. Capital stock, $20,000.

Buffalo, N. Y.—The Zero Valve & Brass Mfg. Co. has been incorporated by H. D. Waters, H. W. Burt, and H. P. Bosworth; plumbing and gas supplies. Capital stock, $20 000.

Charlotte, N. C.—J. B. Hawkins of Chattanooga, Tenn., contemplates the establishment of a $50,000 plow factory in this city.

Chattanooga, Tenn. — The Chattanooga Furnace Co. has been incorporated by J. R. Rice, C. E. James, L. Wade, S. E. Stewart, and D. F. Beckham. Capital stock $100,000.

Cincinnati, Ohio.—The Luminous Sign Co. has been incorporated by G. W. Howell, G. M. Gest, E. C. Reemelin, and E. Wisnewski; manufacture signs of every description. Capital stock, $10,000.

Cleveland, Ohio.—The Parker Steel Corner Plate Co. has been incorporated by E. Oliver, M. E. Tiffany, W. J. Patterson, T. H. Johnson and W. P. Hackney; manufacture and sell corner plates. Capital stock, $10,000.

Detroit, Mich.—The Best Wire Fence Co. has been incorporated by C. F. Farrar, A. A. Mann, A. F. Schmeltz, and L. H. Foster; manufacturing wire fences. Capital stock, $40,000.

East Orange, N. J.—Merrill Bros. Co. has been incorporated by George D. Merrill, Joseph M. Merrill, Stewart Lindsay, and Frederic C. Reynolds; manufacture of cutlery, etc. Capital stock, $50,000.

Granville, N. Y.—The Granville Specialty Co. has been incorporated by J. T. Sparkman, C. L. Spencer, and H. L. Olden; general Hardware and machinery. Capital stock, $50,000.

Jersey City, N. J.—The Comminge Nut Lock Co. has been incorporated by Clifford W. Perkins, William H. Brearley, and Kenneth K. McLaren; manufacture nut locks. Capital stock, $100,000.

Jersey City, N. J.—The Randolph Clowes Co. has been incorporated by George H. Clowes, Samuel P. Williams, Lyman E. Warren, and Edward C. Bates; manufacture brass, copper, etc.—Capital stock, $900,000.

Jersey City, N. J.—The Heat Controlling Radiator Co. has been incorporated by Peter Whitney, David M. Bressler, Carlton J. Barnes; to manufacture radiators. Capital stock, $250,000.

Lebanon, Pa.—The Lebanon Foundry Co. has been incorporated by A. W. Ehrgood, J. H. Mease, A. Hess, C. B. Woomer, and N. Boughter; manufacturing iron and steel. Capital stock, $20,000.

New York, N. Y.—The Peerless Mfg. Co. has been incorporated under the laws of Delaware; to do a Hardware business Capital stock, $300,000.

New York, N. Y.—The Niles-Bement-Pond Co. was incorporated recently with a capital stock of $8,000,000.

Pittsburg, Pa. — The Sterret Thomas Foundry Co. has been incorporated by W. B. Sterrett, D. J. Thomas, C. Bauer, E. A. Spencer, and H. B. Spiker; manufacturing iron and steel. Capital stock, $60,000.

Richmond, Va. — The Phillips-Rodgers Co. has been incorporated by James A. Rodgers president and general manager; W. A. Phillips, secretary and treasurer; to do plumbing gas fitting, etc. Capital stock, $5000.

Rochester, Pa.—The Olive Stove Works has been incorporated by H. C. Fry, J. J. Hoffman, W. Moulds, J. W. Dowell, S. G. Woods, and J. M. Eakin; manufacturing iron and steel. Catital stock, $17,600.

St. Louis, Mo.—The Hollran-Dieckmann Refrigerator & Fixture Co. has been incorporated by G. H. Hollran, Louis Dieckmann and William C. Aulepp, Jr. Capital stock, $18,000.

Trenton, N. J. — The Penn Foundry & Mfg. Co. has been incorporated by W. Gordon Miller, Wm. J. Walsh, and Edwin E. Marshall; to manufacture water heaters, etc. Capital stock, $100,000.

Changes and Improvements.

Athol, Mass. — An important business change has just taken place at the L. S. Starrett shop. Mr. Starrett has sold his interest in the cutter department to its superintendent, Francis J. Gay, of Athol, and E. T. Ward, of Boston. He does this to make room for his increasing tool business, which is crowding the shop, and compelling certain departments to run nights a part of the time. The new concern will be known as the Gay & Ward Mfg. Co. and it will greatly increase the business heretofore done. It is expected that a factory will be leased or built in town. Mr. Gay has been for five years an important factor at the Starrett establishment, and his partner is the United States representative of the Seebohm & Dieaksthal steel works of Germany, located at No. 23 Purchase Street, in Boston. About twenty-five men will be employed.

Bellaire, Ohio.—The National Enameling & Stamping Co. have broken ground for the erection of a one-story frame building which is to be used in connection with their plant.

Big Stone Gap, Tenn.—The large iron furnace which was the property of Louisville parties, has been sold to New York capitalists, who will have it put in proper repair immediately, with a view to having it blast this fall.

Decatur, Ill.—The old Metropolis Pipe foundry which has been bought by Louisville, Ky., and Belleville, Ill., capitalists, will be run as a stove foundry.

Dighton, Mass.—The frame for the new building of the Dighton Stove Lining Co. has been made up in Maine and will arrive this week. The ground floor of the building is to be covered with concrete. This has already been laid and the underpinning is in place. The frame is to be raised this week. The new structure is to occupy the site of the old one. It will cover more ground, though less space will be put into upper stories. The old building had a second story for a considerable part of its length, and a rather small third story. The new building will be 210 feet long and 120 feet wide at its widest part.

Shelby, Ohio.—The Shelby Steel Tube Co. propose to make their Toledo factory the largest and most complete of their plants. Work has already been begun on two large buildings, one of frame and corrugated iron 60x132 feet, and the other of iron and steel 80x192 feet. Hereafter the local concern will pierce its billets and roll them, process which has heretofore been done at the Shelby plant.

Miscellaneous.

Lorain, Ohio.—The stockholders of the Thew Shovel Works have held a meeting and elected the following gentlemen as directors: F. A. Smythe, W. A. Donaldson, R. Thew, H. H. Johnson, and E. M. Pierce. The directors have held a meeting in Cleveland and elected the following officers: President and manager, F. A. Smythe; vice-president and superintendent, R. Thew; secretary and treasurer, W. A. Donaldson. The contract has already been awarded for the erection of the building for the main works. The building will be of structural iron and brick. It is hoped by the directors that the building will be up, the machinery in place and the first steam shovel turned out before the first of November and possibly sooner. Preparatory work to construction of the building at the southeast corner on Tenth Avenue and the C. L. & W. R. R. has already been begun.

Walden, N. Y.—The Walden Knife Co. have received between five and six thousand dozen of knives from a California firm to be put in good order, the building having been destroyed by fire, which caused the knives to be damaged by fire and water.

Digitized by Google

THE AUDIT COMPANY
OF NEW YORK,

Equitable Building, 120 Broadway.

Acting President, AUGUST BELMONT, Vice-President, WILLIAM A NASH
Manager, THOMAS L. GREENE Chief Consulting Auditor STEPHEN LITTLE.

Consulting Engineers,
WM. BARCLAY PARSONS. F. S. PEARSON.
FORD, BACON & DAVIS.
Secretary and Treasurer,
EDWARD T PERINE.

DIRECTORS:

August Belmont, A J. Cassatt,
Frederic P. Olcott, Marcellus Hartley,
James Stillman, Charles R. Flint,
William A. Nash, George Coppell,
Joseph S. Auerbach, G. B. M. Harvey,
George G. Haven, John I. Waterbury,
George W. Young

ADVISORY COMMITTEE of STOCKHOLDERS:

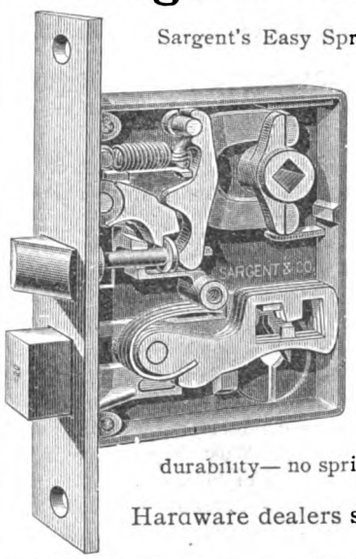
W Bayard Cutting, T. Jefferson Coolidge, Jr.,
Walter G Oakman, Charles S. Fairchild,
A. D Juilliard, Gustav E Kissel,
Henry W. Poor, Isaac N. Seligman,
Louis Fitzgerald, E. R. Chapman.

Physical and Accounting Examinations.

In addition to accounting examinations, the charter of The Audit Company of New York authorizes it to examine and report upon the physical condition and economy of operation among others of Electric Railway, Illuminating and other Companies. It also appraises the values of manufacturing and other plants.

Physical and accounting examinations combined afford a correct basis for corporation financing and for valuation of corporate securities or partnership interests.

Sargent's Easy Spring Locks.



Sargent's Easy Spring enables the Latch Bolt to work very freely so that the door does not have to be slammed nor stand ajar, but latches gently as it is closed. This is accomplished by using a good stiff spiral spring, with a long leverage for the Latch Bolt, and a direct pull for the Knob, thus producing the desirable combination of

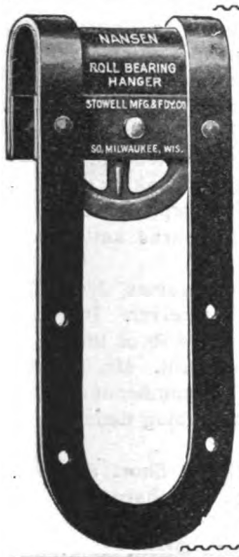
EASY ON THE LATCH BOLT.

FIRM ON THE KNOB.

The Spring cannot rub on the case, and it is impossible for it to bow or to get out of position. Working in a direct line, and so hort a distance, without friction, gives great durability— no springs to be replaced, nothing to get out of order.

Hardware dealers should supply the demand for these Locks.

SARGENT & CO., 149-151-153 Leonard St., New York. 112 Water St., Boston. 717-718 Witherspoon Bldg., Philadelphia. New Haven, Conn.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15.00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.



Pike's Black Diamond (Fine grit), Lamoille (Medium fine), White Mountain (Medium grit), and Indian Pond (Coarse grit)

SCYTHE STONES

CUT QUICKEST. SELL FASTEST. PAY BEST.

Send for Catalog of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,

Largest line of sharpening stones in the world.

THE PIKE MFG. CO., - PIKE STATION, N. H.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.



WATERBURY BRASS CO.,
60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS
OF ALL KINDS.

Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

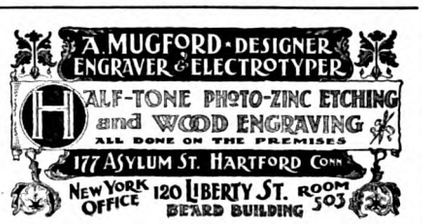
TAPE MEASURES,

EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.
The ROOT BROS. CO. Plymouth, O.



ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Camden, N. J.—The Metropolitan Automobile Bazaar has been incorporated by Charles H. Burr, Jr., William J. Eldell, and Frank R. Hansell; for the manufacture of automobiles, etc. Capital stock, $250.000.

Carson City, Mich.—Wright & Cady, retail Hardware, sporting goods, etc., have recently commenced business.

Chester, Pa.—The South Chester Tube Co. has been incorporated by W. S. McManes, L. A. Tucker, J. M. Bell, J. A. Hock, and J. M. Callaghan; manufacturing iron and steel. Capital stock, $1 000,000.

Chicago, Ill.—The Mackie-Michle Co. has been incorporated by C. Mackie, J. Michle, Jr., and R. Michle; mannufacturing tubular and other metal goods. Capital stock, $50,000.

Chicago, Ill.—The National Hub Co. has been incorporated by D. C. Smith, F. L. Moore, and C. E. Antram; manufacturing metal goods. Capital stock, $5000.

Coldwater, Mich. — Shuger Bros. have commenced the manufacture of automobiles which will weigh but 500 pounds each.

Detroit, Mich.—The Multiple Speed Gear Co. has been incorporated by J. Houlehan, J. B. Franz, E. H. Van Hoesen, W. M. Godfrey, and C. Worth, to manufacture and sell multiple speed gears, etc. Capital stock, $50,000.

Elkader, Iowa.—A. C. Reinck has opened a bicycle store.

Harrisburg, Pa.—The South Chester Tube Mill has been incorporated. The plant is well under way in the matter of construction. The company is the outgrowth of the absorption of the Chester Pipe & Tubing Co. by the American Tube Trust. The plant contains a tract of land 1000x1500 feet, faced on one side by the Delaware river and on the other by the Reading railway.

Lisbon Falls, Me.—R. S. Whitney, jewelry, bicycles, etc., will shortly build an automobile. He has built a number of bicycles and similar machines, and is confident that he can produce an excellent horseless carriage.

Long Beach, Cal.—Else & Brown, Hardware, sporting goods, etc., have opened new store.

Milwaukee, Wis.—E. H. Stretssguth, E. F. Mertz, and P. G. Lewis have incorporated a company for the manufacrure of ice bicycles. Capital stock, $80,000.

Missoula, Mont.—M. R. C. Smith, sporting goods, Hardware, etc., has opened new store.

Montreal, Can.—A big syndicate has just bought out the bicycle interest of the Massey-Harris Co., H. A. Lozier & Co., Toronto Junction; Good Bicycle Co., and Welland-Vale Co. Senator Cox, Lyman M. Jones, W. E. H. Massey, Warner T. Soper, and E. R. Thomas were the purchasers. The terms were cash. The new company has applied for charter, with capital of $6,000,000. The Dominion Government will be asked for special charter.

Newark, N. J.—The P. Lowentraut Mfg. Co. has been incorporated by Peter Lowentraut, John Guttman, Jr., Edward J. Schmidt, manufacturing ice skates, etc. Capital stock, $200,000.

Pittsfield, Mass.—L. L. Atwood, bicycles, etc., Bank Row, leased business to W. J. Duvall, who conducts a bicycle repairing establishment in West Street. He will conduct both places of business.

Portland, Me.—Attentic Automobile Mfg. Co. has been incorporated by H. Adams, W. Adams, W. F. Marsh, L. J. Wilber, E. H. Reynolds, A. R. Marsh, and O. C. Bird; dealing in self-propelled vehicles. Capital stock, $500,000.

Portland, Me.—Boston Tape & Rubber Co. has been incorporated with Chas. J. Nichols, clerk; Edward H Lounsbury, president, and Harry V. Dimmick, treasurer. Edward H. Lounsbury and Harry V. Dimmick, directors. Capital stock, $10,000.

Rockford, Ill.— The National Specialty Mfg. Co. has been incorporated by Charles F. Sperry, A. E. Fisher, and A. M. Picken; to manufacture hyrdo-carbon lamps, Hardware specialties, etc. Capital stock, $2500.

San Francisco, Cal.—The California Cycle Co. has been incorporated by Simon Green, Wm. Levy, B. M. Gunzburger, J. O'Malley, and Mercedes Lichtenstein. Capital stock, $5000.

Springfield, Mo.—A company is being organized in this city, with a capital of $50,000, for the purpose of manufacturing automobiles. It is intended to purchase the patented portions of the machine and have them put together and the balance manufactured in this city. By this procedure it is claimed a saving of at least one third can be made.

Steen, Minn.—J. H. Zenker & Son, sporting goods, Hardware, etc., have commenced business.

Utica, N. Y.—Divine Bros. Co. has been incorporated by B. H. Divine, W. H. Divine, and B. C. Divine; manufacturing, polishing, and buffing wheels. Capital stock, $20,000.

Changes and Improvements.

Allston, Mass.—The Parkway Cycle Co., Cambridge Street, closed.

Fort Wayne, Ind.—Mr. Koehlinger, bicycles, Hardware, etc., has admitted E. Baur as partner. The style of the firm will be Koehlinger & Baur.

Foxboro, Mass.—Turner Brothers, Hardware sporting goods, etc., have moved into new and larger quarters.

Kenosha, Wis.—A deal has been made in this city whereby the Charles H. Sieg Mfg. Co. practically passes into the hands of Fred Morgan, of the firm of Morgan & Wright, of Chicago.

Kensington, Ill.—The Chicago Drop Forge & Foundry Co., have just completed some improvements to plant.

Luverne, Minn.—Barkee & Krook, Hardware, sporting goods, etc., stock purchased by C. H. Puckett, of Rock Rapids.

Mason City, Iowa.—Cassidy Bros., bicycle dealers, have been succeeded by Cassidy Bros. & Healy.

Moody, Tex.—McCauley & Clay, Hardware, sporting goods, etc., succeeded by A. R. Clay & Co.

New Haven, Conn. — The Marlin Fire Arms Co. have recently commenced work on a new boiler house and storehouse.

Norristown, Pa.—J. H. Brandt & Bro., dealers in bicycles, etc., have dissolved partnership, and will continue in the same business separately.

Portland, Ore.—The Fred. T. Merrill Cycle Co. are to try the experiment of making bicycles, and will commence immediately after the close of the bicycle trade, in November.

Reading, Pa.—Bard, Reber & Co., wholesale and retail Hardware, sporting goods, etc., succeeded by Bard, Schlott & Co.

Roanoke, Va. — The Price Arms Co., Limited, has succeeded Butt, Price & Co.

Syracuse, N. Y.—That E. C. Stearns & Co., bicycle and Hardware specialties, will go into the manufacture of automobiles was decided by the success of an experimental machine tried recently. This additional industry will be begun just as soon as the company can make the proper arrangements in the way of machinery, etc. For the last four months, under the direction of James B. Spencer, general superintendent, workmen have been engaged in making an automobile, a model which incorporates the idea and features that the Stearns automobile will have.

Toledo, Ohio.—The Maumee Cycle Co. plant for sale by Terry, receiver. It is held at $7000, and the actual cost of the place was about $15,000 when built. Mr. Terry is endeavoring to interest a number of capitalists in the place, but nothing definite has been done.

Victoria, B. C.—Henry Short & Sons, dealers in sporting goods, Richard Short has retired from the firm.

Warsaw, Ind.—Desota Grant, bicycles, is selling out.

Washington, D. C.—J. D. Lasley, bicycles, etc., closing out business, and will devote his time to the sale of Hallwood cash registers.

Washington, D. C.—The Orient Cycle Co., bicycles, etc., No. 727 14th Street, N. W., F. P. Libbey, manager, successors to W. D. Hadger & Co.

Recent Embarrassments.

Philadelphia, Pa.—Robert C. Stevens, bicycle dealer. has made an assignment.

Washington, D. C.—The New York Cycle Co., Isaac Katzen, manager, filed petition in voluntary bankruptcy. Liabilities are reported to be about $6500.

Recent Burglaries.

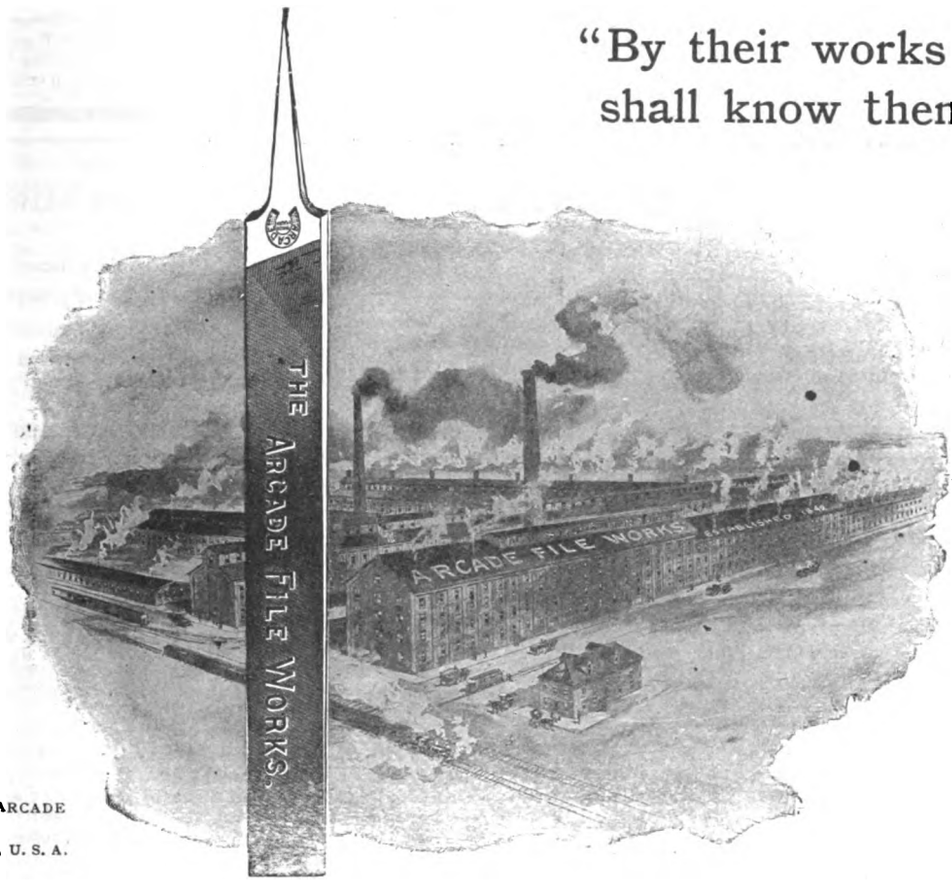
Mankato, Kans.—R. Hanna & Sons, Hardware, bicycles, etc., store burglarized and two bicycles stolen.

Digitized by Google

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

"By their works ye shall know them."



PLANT OF THE ARCADE FILE WORKS AT ANDERSON, IND., U. S. A.

BACK of an Arcade File stands the most complete and modern file manufacturing establishment in the world, directed by master minds, originators of a distinctly improved product, sold entirely on its merits, the modern plant insuring best quality. Back of an Arcade File stands this guarantee, "that an Arcade File will cut faster and wear longer than any other file made," and as an "earnest" of this guarantee, the Arcade File Works will send to any responsible Hardware Jobber, Wholesaler or Retailer, one dozen Arcade Files, to become the property of the receiver or returned at our expense if the guarantee is not fully borne out in every particular.

There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

NEW YORK: 97 CHAMBERS ST. **THE ARCADE FILE WORKS,** CHICAGO: 118 LAKE STREET.

Sole Makers of Weed's Patent Increment Cut Files.

Works: ANDERSON, IND., U. S. A.

Samuel W. Allerton, President. Courtlandt C. Clarke Secretary and Treasurer. Alfred Weed, Vice President and General Manager.

Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

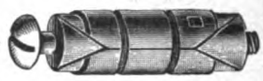
SUGAR and COFFEE SCOOPS, Wood Door Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc.
Established 1870. . . . Manufactured by
James F. Martin, 4434-4442 Penn St., Frankford, Phila., Pa.

BEEN WITH YOU FROM THE BEGINNING.
Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

ON OUR AD. LIST AS ONE OF THE BEST.
Troy Nickel Works, Troy, N. Y. [Alaska Stove Hardware]: HARDWARE is on our advertising list as one of the best. We will be glad to keep you in this position.


IRON & WIRE FENCING
ELLIS & HELFENBERCER,
500 SENATE — INDIANAPOLIS, IND

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG CO.
SOLE MANUFACTURERS, Philadelphia.

VERY SATISFACTORY.
National Cement & Rubber Mfg Co., Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]: The returns we have had from *Hardware* have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio. a

SALESMAN to sell mechanical rubber goods to Hardware and large factory trade, exceedingly liberal commission, exclusive territory. Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New York. 59

SUPERINTENDENT.—Man of ability and tact with $5000 cash to take stock (¼ interest) and position of superintendent retiring on account of sickness from corporation manufacturing metal goods and Hardware specialties. Good business, good standing, well established. Rare opportunity for A1 man. Address, with references, PRESIDENT, care HARDWARE, No. 143 Chambers Street, New York. 54

SALESMAN of experience to sell staple line of Hardware in New York State, Connecticut Massachusetts, and Rhode Island. Address, COMMISSION, care HARDWARE, No. 143 Chambers Street, New York. 19

SALESMAN acquainted with New York City architects and contractors. One thoroughly conversant with all details pertaining to builders' Hardware Competent to make estimates from plans and specifications. Address CAPABILITY, care HARDWARE, No. 143 Chambers Street, New York. 44

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

AN experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligenae and reliability combined with hard work will be appreciated. Highest references as to ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store A1 reference. Address SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 43 Chambers Street, New York. 49

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARS, care HARDWARE, No. 143 Chambers Street, New York. 48

A HARDWARE salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care HARDWARE, No. 143 Chambers Street, New York. 47

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No 143 Chambers Street New York. 30

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill factory furnace work, etc. Address, GEORGE HERGET, care of Medart Patent Pulley Co., St. Louis, Mo. 26

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York. 27

WANTED—After May 1st, position in a good Hardware house, either wholesale or retail, by a young man, 21. Have experience in a general Hardware line. Good reference from present employer. Address WALTER M. ROSS, Opelika, Ala. 17

Digitized by Google

Situations Wanted.

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

AM with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739 Springfield, Ills. 60

ACTIVE and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "HENRY," care HARDWARE, No. 143 Chambers Street, New York. 61

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary $12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 22

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York. 11

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No 374 Webster Avenue, Jersey City, N. J 13

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York. 14

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address Box 93, care HARDWARE, No. 143 Chambers Street, N. Y. 8

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York. 28

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind. 5

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York. 46

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York. 40

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. 32

SALESMAN, visiting Hardware and house-furnishing stores, wishes side lines. Small samples. Box 97, care HARDWARE, No. 143 Chambers Street, New York. 20

Side Line Offered.

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. 21

A Business Opportunity.

A GOOD opportunity for small investments, about $5000 of 7 per cent. preferred stock in small corporation doing a profitable business; shares $100 each. Business closely connected with iron and steel interests. Full particulars and references. Address, IRON & STEEL, care HARDWARE, No. 143 Chambers Street, New York. 42

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER CO., New York. 2

Hardware Business For Sale.

COMPLETE up-to-date Hardware stock and fixtures, inventorying $4500, in a thriving town of 3000 inhabitants. Best location. Tinning business in connection, and fine opening for a plumber. Good chance for an active man. For sale cheap. For particulars apply to R. W. WHINFIELD, Burlington, Wis. 23

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York. 3

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill. a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. Box 195, Hoboken, N. J. 29

Digitized by Google

WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING SLEIGH BELLS.

Our Sterling Sleigh Bells made from Copper-Steel, Nickel or Brass Plated are the best Sleigh Bells made that can be sold at prices we are offering them. Buy Sterling Brand and take no substitute. For sale by the wholesale Saddlery and Hardware trade.

N. N. HILL BRASS CO., East Hampton, Conn.

Perfection Ventilator



NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . For information and prices write to

BERGER BROS. CO.,

231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

We make the largest line in the world. Send for samples and prices.

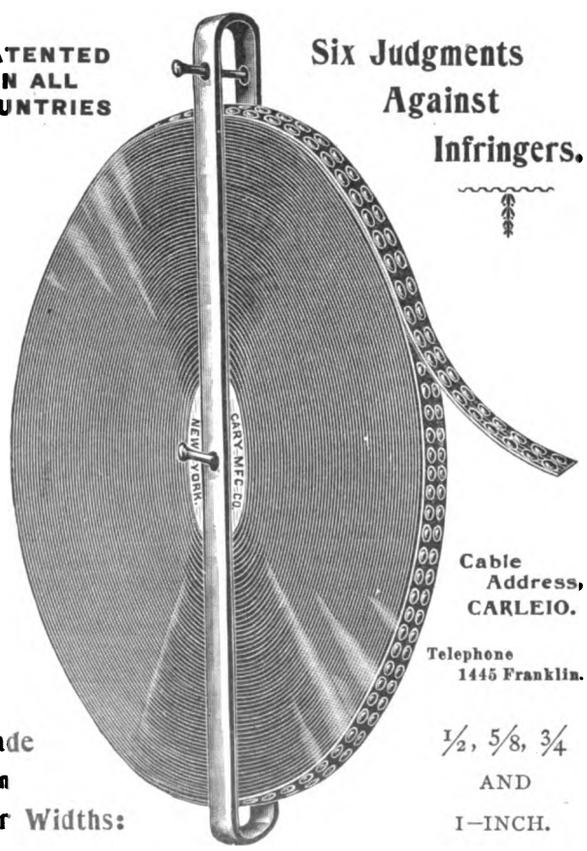
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1—INCH.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

From "Hopkins' Handy Notes and Queries."

Common Names of Chemical Substances.

Common Names.	Chemical Names.
Aqua Fortis	Nitric Acid.
Aqua Regia	Nitro-Muriatic Acid.
Blue Vitriol	Sulphate of Copper.
Cream of Tartar	Bitartrate Potassium.
Calomel	Chloride of Mercury.
Chalk	Carbonate Calcium.
Salt of Tartar	Carbonate of Potassa.
Caustic Potassa	Hydrate Potassium.
Chloroform	Chloride of Gormyle.
Common Salt	Chloride of Sodium.
Copperas, or Green Vitriol	Sulphate of Iron.
Corrosive Sublimate	Bi-Chloride of Mercury.
Diamond	Pure Carbon.
Dry Alum	Sulphate Alluminum and Potassium.
Epsom Salts	Sulphate of Magnesia.
Ethiops Mineral	Black Sulphide of Mercury.
Fire Damp	Light Carburetted Hydrogen.
Galena	Sulphide of Lead.
Glauber's Salt	Sulphate of Sodium.
Glucose	Grape Sugar.
Goulard Water	Basic Acetate of Lead.
Iron Pyrites	Bi-Sulphide of Iron.
Jeweler's Putty	Oxide of Tin.
King's Yellow	Sulphide of Arsenic.
Laughing Gas	Protoxide of Nitrogen.
Lime	Oxide of Calcium.
Lunar Caustic	Nitrate of Silver.
Mosaic Gold	Bi-Sulphide of Tin.
Muriate of Lime	Chloride of Calcium.
Nitre of Saltpetre	Nitrate of Potash.
Oil of Vitriol	Sulphuric Acid.
Potash	Oxide of Potassium.
Realgar	Sulphide of Arsenic.
Red Lead	Oxide of Lead.
Rust of Iron	Oxide of Iron.
Salmoniac	Muriate of Ammonia.
Slacked Lime	Hydrate Calcium.
Soda	Oxide of Sodium.
Spirits of Hartshorn	Ammonia.
Spirit of Salt	Hydro-Chloric or Muriatic Acid.
Stucco, or Plaster of Paris	Sulphate of Lime.
Sugar of Lead	Acetate of Lead.
Verdigris	Basic Acetate of Copper.
Vermillion	Sulphide of Mercury.
Vinegar	Acetic Acid (Diluted).
Volatile Alkali	Ammonia.
Water	Oxide of Hydrogen
White Precipitate	Ammoniated Mercury.
White Vitriol	Sulphate of Zinc.

To Obtain the Weight of Grindstones.

RULE: Square the diameter (in inches), multiply by thickness (in inches), then multiply by decimal .06363.

EXAMPLE: Find the weight of a stone 4 feet 6 inches diameter and 7 inches thick.

4 ft. 6 in.=54 inch; square of 54=2916; multiplied by 7=20412; multiplied by .06363=ANS., 1298.815 lbs., which is weight of stone. All Grindstones weighing *less* than 200 lbs. are sold at "cut-weight." This is the actual weight over the scales as they come from the lathe (less a fair amount for moisture), and is cut into each stone. All Grindstones weighing *over* 200 pounds are sold by measurement-weight only, rule for which is given.

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ship Carpenters, Railroad. } 30%

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D.....85c

CARTRIDGES—

Rim Fire Cartridges.....80%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting 15 & 5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bull'ts.....15&5%
R. B. Caps, Round Ball.....85& 10%
R.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers.....5%
B. L. Caps (for Sturtevant Shells) 5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality.....50%
Brass Shot Shells, Club, Rival and Climax.....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder... 40&10&10&5%
"Acme," Dense Nitro Powder . 40&10&10&5%
"Trap," Nitro Powder...40&10& 10& 5

GUN WADS—$ 1000—

B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..1.25
P.E., 8....1.50..P.E., 7.....1.50 } 20%

SHOT—

Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.45
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.70
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .40
Buck Shot, 25-lb bags, $ bag...$1.70
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag.$1.75
Chilled Shot, 5-lb bags $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra." F, FF, FFF, in canisters of 1 lb each..... .35
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 3.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Special. Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra." F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb each.....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 1.75
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼ lb..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montross, Camp's Success.....$ doz. $3.80
Gallen Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.: Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....6 %
Steel Drive.....4 %
Kohler's: Invisible, No. 3.....$ gro. $6.80
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe".....9¼c
Armitage's Mouse Hole.....9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¼c
Peter Wright's.....9¼@10¼c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..30%

Augers and Bits—

Boring Machine.....70@70&5%
Common Auger Bits.....70@70&5%
Cook's: Augers.....50%
Augers, Millwright's.....45%
Auger Bits.....50%
Car Bits.....40%
Forstner Pat. Bits.....35%
C. E. Jennings & Co.: Double Spur pattern car, No. 30. 50&10@60%
Nobles Double Spur, No. 33.....70%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@60%
Ring Augers.....70%
Jennings' Pattern.....60@60&10%
Snell's Ship Auger Pattern Car Bits.....30&10%
Russell Jennings' Augers and Bits, 25&10&2½&5

HOLLOW AUGERS—

Ames'.....35&10%
Sonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....75&10%
Ives.....25&10%
Millers Falls, Goodell....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....$ gro. $3.75@$3.25
Diamond $ doz. $1.25.....40&10%
Douglass'.....40&10%
C. E. Jenning & Co.....50%
Ladds'.....70%
Shepardson's.....45&10@50%
Snell's:.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood....40% for metal. 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard.....60&10%
Standard Oil Tube D ills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg $ gr.....35c
Sewing, Com.....$1.00
Should. Peg.....50%
Shouldered Brad.....50%
Socket Scratch $ doz.....$1.10
Stanley Rule & Level: Handled Brad.....40&10%
Patent Pegging.....50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60%
Brad Sets: No. 42, $10.50; 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $13; 3, $13; 4, $9; 5, $7.....60%
Ice Awls.....35%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $13; 5, $13.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands, $6.00@6.50
First quality, other " $5.25@5.50
Beveled add 25c $ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's: Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb: Broad, New List.....33⅓&5&2%
Lathing.....33⅓&7½%
Shingling.....33⅓&7½%
Warehouse.....37½&7½%
Vulcan Tool Co.....40&7½%
D. Simmons & Co.: Broad, Shingling and Claw..... Lath, Hunters' etc..... } 50&5%

Axle Grease—

Dixons' "Everlasting." 1-lb box..... .15
2-lb box..... .25
10 lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's: Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.....40%
Large Dial, Class D.....30%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise: Japanned, each, $6.50.....25@20%
Tinned, each, $7.50.....25@20%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Swiss.....60%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....60&10%

DOOR—

Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.50@60&10%
Multi-Stroke.....55%
New Departure.....45@50%

COW—

Com'n Wrought.....60&10%
Kentucky.....70&10%
Kentucky, Sargent's List.....70%
Texas Star.....70%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....25&10%
Moulders.....25&10%

Belting, Rubber—

Boston Belting Co.: "Boston".....50&10% "Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.: Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

Digitized by Google

Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....25%
Millers Falls.....15&10%

Binder Twine—

White Sisal, ₱ ℔.....10½c
Standard ₱ ℔.....10½c
Manila, ₱ ℔.....12 c
Pure Manila, ₱ ℔.....13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3.....33⅓%
Excelsior..₱ doz. $10.00....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Forhans Improved Star Tenon ₱ gro. $1.00.....25%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Washburn's Plate ₱ gr.....$9 00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Com. Jap'd Sheaves.....70%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.60&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....70&10%
Wrought Square.....70%
Wrought Shutter, Standard list..60%
Wr't Sunk Flush, Sargent's list.50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....60@60&10%
Machine.....60@60&10%
Carriage, Common.....50&10@60%
Norway Iron, list Oct '84.....75&10%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 65%
Bay State, Fluted.....65%
Eagle Phila., list Feb. 26, '96.....75%
Norway, Phila., list Feb. 26, '96.70%
Common, list Feb. 28, '83.....5%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....65%
R. B. & W., Plow.....60%
Stove.....65%

MISCELLANEOUS—

Sink.....65%

Bone Mills—

Enterprise.....25@30%
Stearns.....40%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.25, $1 65, $2 50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives'.....25&10%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'	$2.50	$3.00
Jennings'	2.50	$3.00
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.60	$2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots. 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Brazers—

National Cement & Rubber Mfg. Co:
No. ½ High Pressure Brazers.....$34.80
No. 1 High Pressure Brazers.....$42.66
No. 2 High Pressure Brazing Forge.....$56.50

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Peatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96, 25& 10@25&10&5%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns, 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&10%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts..50@ 50&10%
Bronzed, Narrow.....50@50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 60@60&10%

Calipers—

See Compasses, Dividers, etc.

Can Openers—

American.....₱ gross $1.75@$2.00
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle, ₱ gr....$1.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ₱ doz. $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz. $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," $6.00 ₱ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.....
Socket.....₱ doz. $1.77@2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Cyco-Bearing
Amer. Queen.....₱ doz. $27.00
Crystal.....₱ doz. $36.00
Gold Medal.....₱ doz. $24.00
Grand.....₱ doz. $36.00
Grand Rapids.....₱ doz. $22.00
Hall.....₱ doz. $60.00
Prize.....₱ doz. $24.00
Premier.....₱ doz. $24.00
Superior.....₱ doz. $24.00
Welcome.....₱ doz. $24.00
Hotel.....₱ doz. $54.00
Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $31.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.50
Child's.....₱ doz. $3.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $6.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz. net.....$13.00
"Sovereign," Jap. ₱ doz. net.$17.00
"Sovereign," Nic. ₱ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9.00
Eureka	$12.00
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic.	$20.00
Star, Broom-Action, Jap.	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap.	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap.	$20.00
Easy, Cam-Action, Nic.	$22 00
Common Sense, Cam-Action, Nic.	$24 00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Imperial, Broom-Action, Nic	$24.00
Grand Republic, Broom-Action, Nic.	$33.00
Mammoth, Broom-Action, Nic.	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Martin's Patent (Phœnix).....50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Store Truck.....55%
Swivel Truck.....30%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10%
Weltons.....70&10%

COW TIES—

American.....40&10@50%
Covert Mfg Co.:
Jute.....40@45%
Manilla.....40@45%
Sisal.....40@45%
Triumph.....40@45%

Cements—

National Cement & Rubber Mfg. Co:
¾x1 Tubes High Pressure Rubber Cement.....₱ gro. $9.00
¾x4 Tubes High Pressure Liquid Tire Cement.....₱ gro $9 00
¾x4 Tubes Pioneer Brand Rubber Cement.....₱ gro. $6.60
¾x4 Tubes Pioneer Brand Tire Cement.....₱ gro. $6.60

Chain—

American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$8.00	6.25	5.25	4.50	4.35	4.25	4.05	4.00

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Monarch, Sash.....60%
Triumph, Coil.....60%
Triumph, Halter.....60%
Covert Mfg. Co. Chains.....40@45%
Covert Mfg Co. Halter Chain.40@45%
Covert Mfg. Co Heel Chain.40@45%
Galvanized Pump Chain, with Buckets.....50
German Coil, list July 24, '97.60@ 0 &10%
German Halter Chain, list July 24, '97.....60@60&10%
Jack Chain, Iron.....70%
Jack Chain, Brass.....50&10%
Oneida Halter Chain.....50@50&10%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
} 40 to 50
Swan.....
Witherby.....
C. E. Jennings & Co. No 70....35&10%
Jennings & Griffin Mfg. Co....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30&10%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....33⅓&10%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ₱ ℔.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $3.00.....25%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....15%

Digitized by Google

Adjustable, Stearns'.....80%
Ma leable, Stearns.....75%
Cabinet Makers or Quilt Frame, Sargent's.....50%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's..50&10%
Carriage Makers' Stearns...50@50&10%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....$ doz. $3.25
Star Shank.....$ doz. $4.00
Star Socket.....$ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00...15%
New '98, Chicago...Each $3.75...15%
TOILET
Chicago Flexible Shaft Co.'s:
Mascot.....$ doz. $7.50 net
Monitor.....$ doz. $9.00 net
Stewart Pat.....$ doz $9.00 net

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@50&10%
Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....60%
Compasses, Calipers, Dividers.70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co....25&10@20&10%
Shaves Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co. 40& 10@50%
Samson.....$ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, $ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....25@25&10%

Counter Sinks—
Adjustable.....20%
Countersink Bits.....40&10%
Shepardson's Diamond.....40@45%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....40%

Crayons—
Sargent's List.....80%
Dixon's
Eclipse.....$ gro. $3.75
Emerald.....$ gro. 5.00
Oriole.....$ gro. 5.00
Rainbow.....$ gro. 2.81
Solid.....$ gro. 7.50

Curry Combs—
Fiton's. List Nov. 20, '96.....31&10%
Kohler's.....33⅓@40%
New York Stamping Co. List, Sept. 17, '97.....37½@40%
Perfect.....33⅓@40%
Rubber, $ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...50&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Eclipse.....60%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, $ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....30&10%
Torrey's Rod, 30 in, $ gro.....$15.00
Torrey's Rod, 43 in., $ gro....$42.00
Victor, Coil.....60%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous.....80&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools.....70%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Millers Falls, each $3.00 15&10%
Breast, P. S. & W.....40&10%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....50%
Ratchet, Weston's.....20@25%
Stearns' Bench.....30%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $8.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, $ doz. 75 cts. gro. $7.50
Extra Family Size....$ doz. $2.00
Keystone.....33⅓%
Spiral.....$ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....$ gro. $5.50
Dover, No. 10.....$ gro. $7.00
Dover, Steel Handle No. 10, $ gro.....$7.00
Dover, Extra Heavy, No. 15, $ gro.....$12 00
Rival.....$ gro... $9 00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 46, $ lb.....10c } 20%
No. 54 to 150, $ lb.....12c }
Flour, $ lb.....8c }

Enameline—
No. 4, $ gro.....$4.50
No. 6, $ gro.....$7.20

Enameling Ovens—
National Cement & Rubber Mfg. Co:
No. 2-A High Pressure Double Walled.....$36.22
No. 4-A High Pressure Double Walled.....$49.38
No. 6-A High Pressure Double Walled.....$78.00

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....$ doz. $3.00
Popes.....$ doz. $3.00
Wilkinson's.....$ doz. $3.00 net
Wostenholm's, $ doz. $3.25.....10%

Faucets—
Brass Globe Cocks.....60@50&10%
Brass Racking.....60@40&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise $ doz. $36.00.....40%
Lane's $ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Feed Bags—
Planet Mfg. Co.'s:
Planet Jr.....per doz., $7 50
Pioneer.....per doz., $6.50
Olympia.....per doz., $8.00
O. B.....per doz., $6.00

Files—
DOMESTIC—
New List, June 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's superfine.....25@30%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files...30@35&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Seed's Water Filters:
A 1, $4.00 No. 2, $2.50 No. 3, $1.50 No. 4, $1.00 $ doz.

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forks—
Champion, Hay, 4 tines.....66⅔%
Champion, Manure.....70%
Columbia, Hay.....65%
Columbia, Manure.....70%
Columbia, Spading.....70&5%
Iowa Farming Tool Co.:
Barley.....67½&2½%
Victor, Hay.....65%
Victor, Manure.....70%
Victor Header.....67½&2½%

Freezers, Ice Cream—
Blizzard.....70%
Gem.....60%
Improved Arctic.....70%
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....60%
White Mountain.....60%

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70@70&5%
Polished, regular goods...70&10@75%
Standard List.....70&10@75%

No	0	1	2	3	4
$ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
$ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, $ 1000 ft.. $4.50.....25%
Common Cotton Fuse, $ 1000 ft. $4.75.....25%
Single Taped Fuse $ 1000 ft. $8.00 25%
Double Taped Fuse...$ 1000 ft. $10.00.....25%

Gas Burners, Self-Lighting—
Gem.....$ doz. $2.50
In lots of 3 doz.....$ doz. $2.25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....30%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10@60&10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit $ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets $ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40@40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....$ doz. $9.00
Edgar's Nutmeg..$ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....$ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....$ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Covert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....50%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40%
Maydole's.....33⅓&5@40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&7½%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&7½%
Other Brands.....40&7½%
Sargent's New List.....40@40&10%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10%
Warner & Nobles New List.....25%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....$ lb 40c } 70&2½%
3 to 5 lb.....$ lb 36c }
Over 5 lb.....$ lb 30c.....70&10%
Heavy Weights.....70&10%
Wilkinson's Smiths....9½c@10c$ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb
Chest Handles, Stearns, No. 130.70%

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

50&10%

Digitized by Google

Drawer Handles....80%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....50@5 &10%
Japanned, with Nuts....45&10%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....60@%

WOOD—
Auger, assorted....$ gr. $2.25@2.5C
Auger, large....$ gr. $3.00@3.25
Auger, Douglass', Pat. $ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3%....40%
Auger, Swan's, Pat. $ set, No. 3, $1.00; No. 4, $1.35....25&10%
Brad Awl....$ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Cross.ut....50%
File, assorted....$ gr. $1.35@1.40
Firmer Chisel, Apple ass'd $ gr. $2.25@2.50
Firmer Chisel, Apple large $ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd $ gr. $2.00@2.25
Firmer Chisel, Hickory, large, $ gr. $2.50@2.75
Firmer Chisel, Socket ass'd $ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
American Trackless....33⅓&2 %
Barn Door, old pattern....60&10%
Barn Door, New England...66⅔@70%
Barry, $6.00....60&10%
Best Anti-Friction....60&10%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..6 %
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....60@60&10%
Lanes Barn Door:
Barn Door, Standard....60%
Covered....50&10&10%
Special....6 %
No. 50....60&5%
(New Model) Tinned....4 %
Parlor, Standard....40&5%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, $ dozen pairs....60&10%
Richards' Single Track, Steel....50%
Richard's Steel....40&10%
Stearns':
Single Track, No. 5....30&2 %
Gem....60%
Royal....60%
Challenge....6 %
Warner, 1 and 2....4 %
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60%
Magic....50%
Matchless Covered....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door....50%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓&%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&1%
Wilcox....40%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 $ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—
See Axes.

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Walsworth's....40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate, Rolled Raised, Plate Hinges "Providence" 6 to 12 in. $ D, 5c. 14 to 36 in. $ D, 4c. 70&10%
Screw Hook and Strap. 6 to 12 in., $ D.. 3¼@3½c; 14 to 20 in., $ D.. 3@3¼c; 22 to 36 in., $ D.. 2¾@3c

STRAP AND T HINGES—
Light Strap Hinges....70@70&10%
Heavy Strap Hinges....70&10@ 70&10&10%
Light T Hinges....60&50@60&10&1%
Heavy T Hinges....66⅔@65⅔&10%
Extra Heavy T Hinges...70@70&10%
Long Chest Hinges....50@50&10%
Hinge Hasps....50@50&10%
Crate Hasps....50@50&10%
Crate Hinges....70@70&10%

SPRING HINGES—
Bommer's....50%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....60%
Kell's American....30%
Matchless, Double Acting Pivot..25%
New Idea, No. 1, $ gro....$7.50
New Idea, No. 2, $ gro....$18.00
Rex....$ gr. $13.00
Royal Japanned....66⅔&
Rubber....66⅔&
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Stearns....75%
Union Spring Hinge Co.'s list, March, 1894....30%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....80&5%
Acme, Brass....30%
American....30%
Columbia, No. 14....$ gro. $8.00
Columbia, No. 18....$ gro. $24.00
Crown....30%
Gem....33⅓%
Knoxall....$ gro. $9.00
Oxford....30%
Wiles' No. 1, $ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....$ doz $12.50, 30%
Clark's Nos. 1, 2, 3....50&10@60&10%
N. E....$ doz $7.80....60%
N. E. Reversible....$ doz $5.60 60%
N. Y. State..$ doz $4.90....60%
Shepard's Nos. 1, 2, 3....60&10%
Western, $ doz $4.20....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1¼, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....60%
Parker....70&10%
Sargent's Nos. 1, 2, 3, 11, 12...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5, 70&5%
Double Locking, Nos. 20 and 25..70%
Empire, Nos. 101 and 103....70%
Niagara Gravity Locking, Nos 1, 3 and 5....70&10%
Noiseless, Nos 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 3 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, $ doz. sets $1.30....40&10%
Stanley's Rolled....$&10%
Stanley's Rolled Center....3 %

Hitching Cords—
Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator....75&10%
Crescent Double-Bit....75&10%
Crucible Cut-Easy....75&10%
Cotton....75&10&10&5%
Dunlap's Boys', Ladies', Toy....80%
Garden....8 %
Ladies' and Boys'....75&10&10%
Mortar....75&7½%
Iowa Crucible Socket....75%
Planter's....70&30%
Warren Hoe....60%
Weeding....75%

EYE—
Grub....75%
Sandusky Tool Co., S. & U. Pat. 30%
D. & H. Scovil....35%

Hog Rings and Ringers—
Hill's:
Rings....70&10%
Ringers....70&10%
Kohlers, Horse Nail, Ringers. $ gro. $9.00
Perfect Rings....$ gro. $7.00@$7.50
Perfect Ringers....$ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40 &1 %
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....50@50&10%
Masalin Kettles....70@70&10%
Tinned Boilers and Saucepans.. 50@50&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75%
Manure....50%
Iowa F. T. Co.'s Claw....70%

BUSH—
Jennings & Griffin's....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....60&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....$ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....20%
Hammock Hooks, E. C. Stearns, $ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....30%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔&%
Wire Ceiling, Gem....66⅔&%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&30%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron....70%
Cotton, Box and Hay....60%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	25c	25c	25c	25c.

40&10%
American, all sizes, 9½@10c....net
Ausable....25c 25c 25c 25c 25c. 40&10&10&5%
Anchor....23c 21c 20c 19c 18c....40%
C. S. K....25c 25c 25c 21c. 21c 40%
Capewell....19c 18c 17c 15c 15c..10&5%
Champlain..25c 23c 23c 24c 25c 40&5&2%
Clinton Fin. 19c 17c 15c 15c 14c. 20&10&5%
Essex....25c 25c 25c 24c 23c. 40&10@30%
Lyra, all sizes....9½c., net
Maud S....25c 23c 23c 21c. 21c 30&10&5%
Neponset....40%
Northw't'n. 25c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs..$3.15@$3.25
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, $ set, $1.10
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.50
Perkins Improved Snow....$ lb 4c
W. & B. Rubber Pad....$ set. $2.50

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....80&10&5%
"Imperial"....80&5%
Competition....70@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....60&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....$ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....$ doz. $12.00
Ice Crusher, No 3, $ doz. $8.40
Ice Crusher, No. 2, $ doz. $6.00
Ice Crusher, No. 1, $ doz. $30.00
Ice Tools....$ doz. $4.00
Sargent's Ice Awls....50%
Snell's....50%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, $ doz. $6.00.... 25&10%
No. 34....$ doz. $15.00.25&10%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives, $ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....30%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Bardsley's Wood Door, Shutter and Base....5%
Base, Rubber Tip, 2½ in. Bead, $ gr....$1.25@$1.30
Carriage, Jap....$ gro. 50c, 60&10%
Door Knobs, Hematite....40%
Door Mineral, R. & E. list ...45&10%
Door Por. Jap'd " " ....45@30%
Door Por. Nickel " " ....45&10%
Drawer, Porcelain 50&10@50&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcel'n....90%
Yale & Towne Wood, list Dec. '98. 40%

Digitized by Google

Latches—
Cronk's Sliding Door.....60@70&10%
Lane's Barn Door.....4@4s&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$4.00 $5.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—
Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—
Lead Pipe, full length.....₩ lb 6¾c
" " cut lengths.....₩ lb 7¼c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 37½c
Sheet Lead, full rolls.....₩ lb 7¾c
" " cut rolls.....₩ lb 8¾c
Quantity discount 25%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$2.35@$3.50
Porc. Lined, Wood....₩ doz. $6.00 30&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 30%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—
Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hdw. Co.....40%
Sargent & Co.....40%
Yale.....net prices

CABINET—
Eagle Lock Co.....37½%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel per doz. $9.60.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
" Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices

TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—
American.....30%
Nos.... 1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $88
Miles' Challenge ₩ doz...45@45&10%
Nos..... 1 2 3
$23 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@80&5%

PICTURE—
Brass Head, Combination list....50%
Brass Head, Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%

FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Cyclops.....35%
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....60&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $4.80
Hex, off list.....$4.80
Hot Pressed, Square, off list..$5.00
Hex, off list.....$5.40

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&2@30%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—
Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓&5%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " " 11.00
6x2, " " 10.00
5x2, " " 9.00
4x1¼ " " 7.00
3½x1 " " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ lb..... .35
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per lb 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—
American Packing.....8c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....10c@12c ₩ lb
Jute.....5c@5½c ₩ lb
Russian Packing.....10c@12c ₩ lb

Padlocks—
See Locks.

Parers—

APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ dz..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 8.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.15@4.20
Lumber.....₩ gro. 6.97
Mascot, Hexagon.....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 8, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@55%
Bench, First Quality.....40@45&10%
Bench, Second Quality,...50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%

IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....35&10%
Steer's Iron Planes.....50&10%

PLANE IRONS—
Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....30&5@35%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00... 5
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@60 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6¢ dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....70%
Machinist's.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70 & 10&10%
Stanley's Duplex.....35&10&10%
Stratton's Pat.....35%
Wood's Extension Sight.....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square, 1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10%
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10%
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 } 10%
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
D'sston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No. 27 ₩ doz. $ 6.00
Iron Handle, No. 38...₩ doz. $ 7.00
Ryan's.....₩ doz., $10.00, 25%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's:
Pruning Shears.....10&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 46.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60&10&10%
Brass Screw.....66⅔@70%
Ceiling.....50@10&60%
Clothes Line, Japanned..60@60&10%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Solid Eye, $4.00; Swivel, $4.50.....50&10@50&10&5%
Hay Fork, "Anti-Friction," 5 in Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods. 60%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 528, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 69, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 443, 3 in. Lift Pump.....$10.00
No. 103, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 493, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Semis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—
Barn Door, Light, In. ⅛ ⅝ ¾
Per 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers: Small Med. Large
Per 100 feet..$2.00 2.50 3.00
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 13..₱ foot, 3 c
Double Braced.....₱ foot, 3½c
Lanes':
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.65
Standard, 1¼ in.....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Iron, Painted....₱ ft 5c
Sliding Door, Wr't Brass, 1½ in. ₱ ft, 35c.....25%
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $2.60
Boss, Garden, 18 teeth, net ₱ doz. $2.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.30
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3 2 @$3 15
Lawn Queen, Impr'd, net ₱ doz. 20-Tooth.....$3.00@$3.60
24-Tooth.....$3.60@$3.75
Jumbo.....net ₱ doz. $7.00 @$9.00
Paragon....net ₱ doz. $3.25@$3.50
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓%

Rasps, Horse—
Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....40%
White Japanned.....30%
Bronze-plated.....40%
Electro-plated.....40%
Nickel plated.....40%
White Porcelain.....30%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40@10&10%
Hose with Burrs.....40@40&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....60%
Thousand, in bulk.....60%
Thousand, in papers.....60%
Coopers, in bulk.....60%
Block, and Carriage, in papers.60%
Hame.....60%
Belt with burrs, tinned or copper ed.....60%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—
Cotton Rope, Best, ¼ in. and larger.....₱ ℔ 13 @14c
Medium, ¼ in. and larger.....₱ ℔ 10 @12c
Common, ¼ in. and larger.....₱ ℔ 8½@10c
Jute Rope.....₱ ℔ 6c
Manila:
7-16 in. and larger..₱ ℔ 12@12½c
⅜ in.....₱ ℔ 12½@13c
¼ and 5-16 in.....₱ ℔ 13@ 3½c
Hay Rope, Med.....₱ ℔ 12@12½c
Sisal:
7-16 in. and larger....₱ ℔ 9½@10c
⅜ in.....₱ ℔ 10@10½c
¼ and 5-16 in.....₱ ℔ 10½@11c
Med. L'th Y'rn.....₱ ℔ .9@9½c
Hay Rope.....₱ ℔ .9½@10c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....40&10@40&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₱ ℔ 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ℔ 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ℔ 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&50%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ℔ 16@18c
Cable Laid Russia....₱ ℔ 13½c@14c
Common India.....₱ ℔ 8½c@ 9c
Common Russia Sash.₱ ℔ 12½c@13c
Patent India.....₱ ℔ 11c
Samson:
"Mass." White, Cotton.....34c
"Samson" Braided White, Cotton.....₱ ℔ 30c
"Samson" Braided Drab, Cotton.....₱ ℔ 35c
"Samson" Braided Italian Hemp.....₱ ℔ 33c
"Samson" Braided Linen, ₱ ℔ 55c
Silver Lake:
A Quality, Drab.....₱ ℔ 40c. 15@15&7½%
A Quality, White.....₱ ℔ 35c. 15@15&7½%
B Quality, Drab, ₱ ℔ 35c..... 15@15&7½%
B Quality, White ₱ ℔ 30c..... 15@15&7½%
United States:
B Quality.....₱ ℔, 18c
C Quality.....₱ ℔, 16½c
White Cotton, Hard Braided. ₱ ℔.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....62½%
Bronze & Knob.....62½%
Wrought Bronze and Brass....60%
Cast Iron.....66⅔%
Cast Bronze and Brass.....65%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkin's:
Band.....50@50&10%
Band 2 to 4 in. Wide.....60&10%
Band ⅛ to 2 in. Wide.....10%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....40%
Gang.....50&10%
Hand, Panel and Rip.....40&5%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide.....60%
Band 1¼ in. to 1¾ in.....70%
Cross Cuts.....5%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood saw blades.....4 %
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 117, 107½ 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....35%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....20%
Hand Panel, Rip and other Saws 25%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....3 %
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....40&10@50%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....20%
Red, Polished and Varnished...₱ doz., $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro. .$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets. ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&5%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&5%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....35
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....30%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $4.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.00
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 30 and 40 .....50@50&10%
Screw-Driver Bits....₩ doz., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 66.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Mason lists 40%
Baisley's Pat..... 8 1/3%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head.....77½&10%
Brass, Round Head.....72½&10%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75&10%
Coppered, Round Head.....72½%
Drive Screws, Diamond Point 82½%
Iron, Bright Flat Head.....82½%
Iron, Br't R'd & Oval Head.....80%
Nickel Plated, Iron Flat Head..72½%
Nickel Plated, Iron R'd Head..72½%
Silver Plated, Iron Flat Head..72½%
Silver Plated, Iron R'd Head..72½%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach, List, Feb. 14, 1895.70@70&10%
Hand Rail.....75@75&10%
Lag Screws, List Jan. 30, 1895.
Cone Point.....70&5@70&10%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $2.75; 1⅛, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,..70&10&10%
Piano Stool.....60%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....40%
Grass.....40%
Scythe Snaths.....60%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors.....40%
Shears, Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning, See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881.
60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1882.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade. No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2 d Grade
Plain Back...	$9.30	$8.40
Strap Back....	8.10	7.80
Cleveland Pat'n	9.00	8.10
	C4, 3d Grade	D4, 4th Grade
Plain Back...	$7.50	$6.90
Strap Back....	6.90	6.30
Cleveland Pat'n	7.20	6.60

All other sizes add 30c doz. Black deduct 30. coz.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.5%
Kraut Cutters, 36x12, 50x 2.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro. $20.00@$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cookeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40&10%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps..... } 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. B. Noyes Meat Forks..50&10@60%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "C"—net List
Meriden Brit. Co. Rogers Bros.40&10%
C. Rogers & Bros.....40&10%
Rogers & Bro.....40&10%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....60&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "C".....net List.
Nickel Silver, Catalogue "C" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&10&10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Chatillon's.....30%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .....90@90&5%
Carpet Tacks:
American, Blued.90&10@90&10&5%
American, Tinned90&10@90&10&5%
Swedes Iron Tacks:
S. S.....90&10%
Bill Posters' and Railroad Tacks:
S. S .....90&25%
Common and Patent Brads.....75%
Finishing Nails.....75%
Gimp Tacks:
S. S .....90&30&5%
Hungarian Nails, Steel.....80&15%
Lace Tacks.....
S.S.....85&20%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S .....90&5%
Trunk and Clout Nails:
Steel, Black.....75&10%
Steel, Tinned.....75&10%
Upholsterers' Tacks:
S S.....90&30&5%

MISCELLANEOUS—

Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, per doz., net,....$1
" " 2, " " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case .....25@30&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co, New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@80&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1887.....70&10@70&10&5%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".35%
Cook's.....25%
Sargent's.....70&10@70&10&10%
Stanley's.....20&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.75
D. H. Fork, Steel Regular, e'ch .85
Double Grapple Fork, each...$3.50
Double Rail Steel Track complete with clamps, ₩ ft..... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.90
Floor Hooks, ¾ in. ₩ doz. .70
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$3.25
Hanging Hooks for Double Steel Track, ₩ doz..... .65
Hanging Hooks for Single Steel Track, ₩ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .55
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .65
Malleable Frame K. P. Pulleys, Fig. 676 ₩ doz.....$3.40

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .40
Nellis Fork, each.....$1 60
New Myers Iron Rod Car.....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$2.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₩ doz.....$1.75
Single rail Car, Single Steel T..$3.50
Single Rail Steel Track with clamps, ₩ ft..... .10
Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz.....$1.85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 05&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 3⅓ and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5(@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....₩ doz. 85c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross, $12.50
Mouse, Bonanza....₩ doz 90c@$1.60
Mouse, Catch-'em-alive ₩ d $3.50 15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $15.00
Smith & Eggs Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.35.....₩ gr. $13.50
Electric Rod.....₩ gr. $13.50
Globe.....₩ doz., $1.35; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Board" and Garden 40%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....30%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....35@35&10%
Peace's Plastering.....35@35&5%
Richardson.....35@35&10%
"Rose" Brick Plastering and Mouldera.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....35%

Vises—

Solid Box..... 60&10
V. W. & W.....60%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Bonney's Champion.....60@5 & 5%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40&10%
Coach Makers.....4 &10%
Oval Slide.....50&10%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 2 & 3.....$15.00.....50&10%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3..50%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓%
Wentworth's.....40%

Vulcanizers—

National Cement & Rubber Mfg. Co
No. 1 High Pressure Hot Air Vulcanizers.....$ 8.00
No. 2 High Pressure Hot Water Vulcanizers..... 12 00

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....15%
Bright Wire Goods, New list... 30@30&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....40&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos 6 to 16...7(@7(& 5%
Cop'd, Nos. 6 to 16....$7¼@7½&5%
Galv., Nos. 6 to 16.....6 ½@6¾&5%
Tin'd, Tinned list Nos. 6 to 16... 7 @7 & ½%
In stones Bright or Ann'd. Nos. 19 to 26..... 72½@75%
Bright or Annealed Nos. 27 to 36. ₩ 75&10%
Picture Wire....New list 70@ 0&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ ₩.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80 & 10%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$3 00

Wire Rope—

New List, July 1, '99.
Cast-steel..... 30%
Iron..... 80%
Iron, Galvanized..... 3 %

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10@75&10%
Allen's Pocket (Bright)..$2.00@3.20
Alligator.....70%
Baxter's.....65&10@75&10%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 3 Cylinder or Gas Pipe.....50%
No. 3 Pipe, Bright.....50%
Patent Combination Black.40&10%
Patent Combination Bright.40&10%
Bicycle
Club.....40%
Superior.....40%
Vea herwe ight.....40%
Protector.....40%
Boardman's..... 30@35&5%
Coes':
Genuine.....3 ½&10&5&5&5%
"Mechanics'".....40&10&10 &5&5&5
Donohue's Engineer.....40%
Eagle Pipe.....50&10%
Gem.....35%
Stillson Pipe.....40%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....35&10%
Acme.....40@40&5&5
Bull Dog.....30&10%
Hercules.....70&10@70%
J. H. Williams & Co.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1899, 25
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 3, 1894...25
National Wringer & Mfg. Co., list Jan. 1, 1895.....25
Peerless Mfg. Co., list Feb., 1899...25
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gallon.....45c
Linseed, City, Boiled, in barrels ₩ gallon.....47c
Out of Town on Spot, ₩ gal.....41c
Calcutta, Raw, in bbls....₩ gal. 6 c
Lard, Prime City.....₩ gal. 42@44c
Extra, No. 1.....36@38c
No. 1.....32@33c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₩.....5@ ¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₩ net.....6¼
In lots of 500 pounds and over, ₩ ₩.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ₩ 8¼@9c
Litharge, Kegs, ₩ ₩.....5½@6c
Zinc, American, Dry, ₩ ₩....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....43 @——c

Dry Colors—

Blue, Chinese	₩ ₩	20	@25 c
Blue, Prussian	₩ ₩	30	@32 c
Blue, Ultramarine	₩ ₩	6	@20 c
Sienna, Italian, burnt & powdered	₩ ₩	4½@10	c
Sienna, Italian, raw & powdered	₩ ₩	3	@7 c
Umber, Turkey, burnt	₩ ₩	2½@3½	c
Umber, Turkey, raw	₩ ₩	2½@3½	c
Green, Chrome, Ordinary	₩ ₩	4	@11 c
Green, Paris, in bulk,	₩ ₩	15	@1
Indian Red, American	₩ ₩	2½@	3 c
Indian Red, English	₩ ₩	4½@5½	

Colors in Oil—

Black Lampblack, Best	₩ ₩	13	@15 c
Black Lampblack, common	₩ ₩	7	@10 c
Blue, Chinese	₩ ₩	35	@40 c
Blue, Prussian	₩ ₩	25	@25 c
Blue, Ultramarine	₩ ₩	18	@20 c
Sienna, burt	₩ ₩	14	@18 c
Sienna, raw	₩ ₩	14	@18 c
Umber, burnt	₩ ₩	13	@18 c
Umber raw	₩ ₩	13	@16 c
Brown, Vandyke	₩	13	@16 c

The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

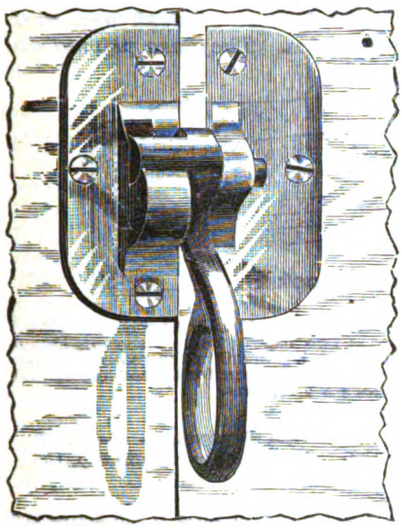
"SHOULD MISS IT VERY MUCH."

Morley Bros., Saginaw, Mich. [*General Hardware*]: We receive HARDWARE every issue, and find it of such interest as to oblige us to look through its pages quite carefully, and note with considerable interest the items you publish. It is quite an aid to the writer in his branch of the business, and we wish to say, that we should miss your paper very much indeed, if we did not receive it. W. L. Sandford.

Digitized by Google

The CONROY PATENT
Refrigerator Fastener.

The only Practical Fastener in use.



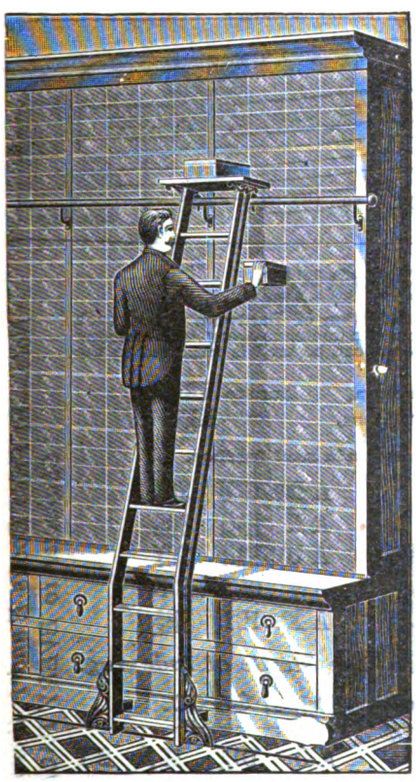
Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

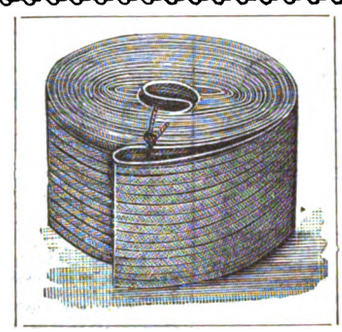
Eastern Agents, H. N. YOUNGS, 8 Clinton Place New York City.
New York and vicinity, E. J. HUSSEY & Co., 8 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland Oregon.
Texas and Southwest, B. F. FOY, Dallas, Tex.

PELOUZE SCALE & M'F'G CO.

Scales

HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES





AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

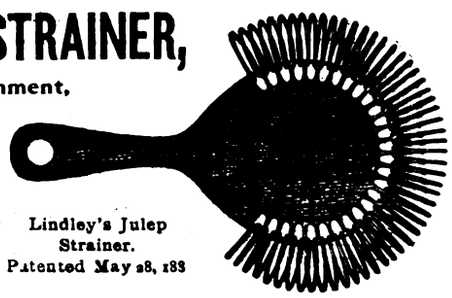
Correspondence Solicited. *Discounts Quoted.*

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 1889

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark ✱ ✠

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, } HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO. }
ELEY BROS., LIMITED, CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT, FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES, SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE, GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE, GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL, PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

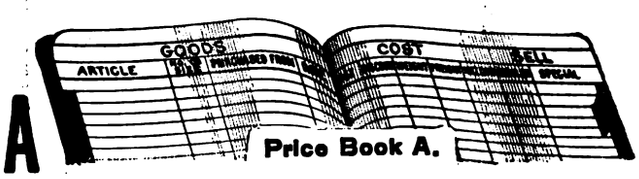
ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

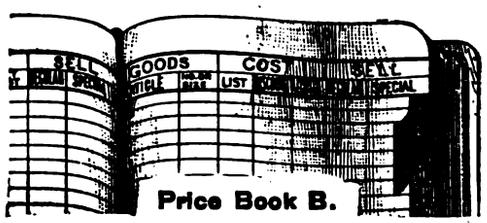


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

A, 200 pages,	$1.00	A 2, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	A F 2, 400 pages with flap,	1.75

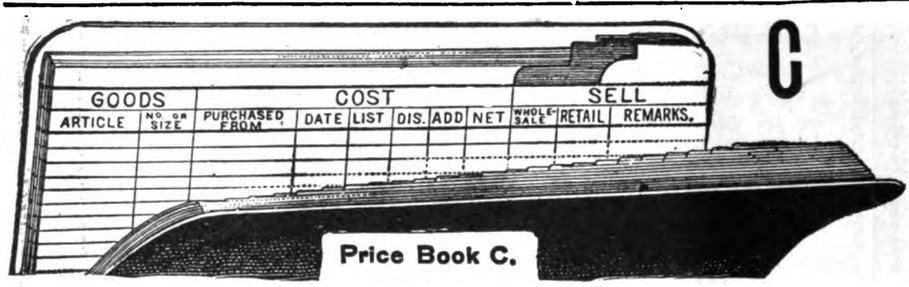


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

FOUR EDITIONS:

B, 200 pages,	$1.00	B 2, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	B F 2, 400 pages with flap,	1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4½ x 7¾ inches.*

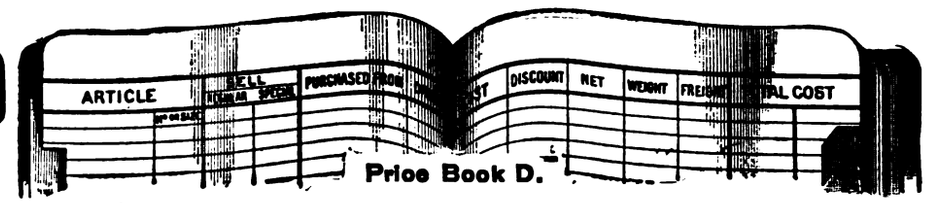
FOUR EDITIONS:

C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
C 2, 400 pages,	1.50
C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5¼ x 8 inches.*

FOUR EDITIONS:

D, 200 pages,	$2.00
D F, 200 pages with flap,	2.50
D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50



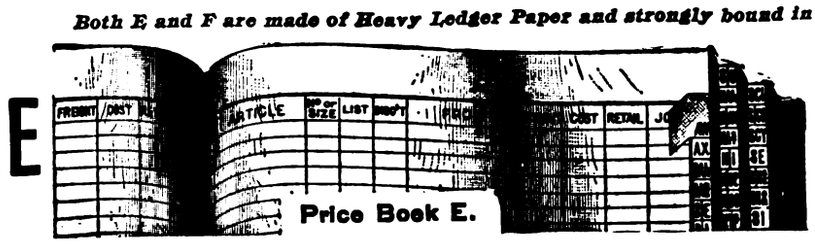
Price Book D.

MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to AU	For Chisels,	turn to CHI	For Iron,	turn to IRO
" Parers, Apple	" PAP	" Cutlery,	" CUT	" Irons,	" IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

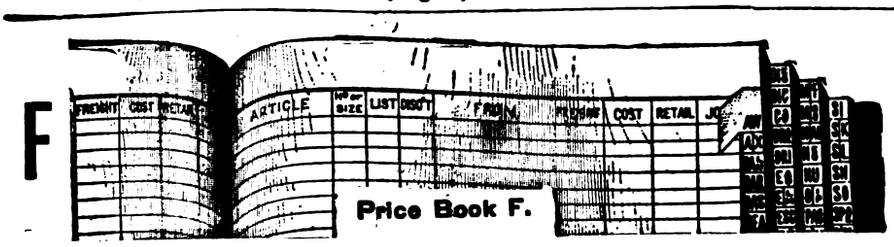


Price Book E.

AD GU SC
AN HA HAN SCR
AU HAN SCY
AW HAT SE
AX HI SHE

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.



Price Book F.

AD DIE MF SI
AN DIP MO SK
AU DO NAI SL
AW DRE NE SN
AX DRI NU SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St. New York City.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.
Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.
Cycloid Cycle Co., Grand Rapids, Mich
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.
The Audit Co., New York N. Y.

Augers.
Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.
Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.
Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Openers.
Smith & Hemenway Co., New York, N. Y.

Box Straps.
Cary Mfg. Co., New York.
Quincy Hdwe. Mfg. Co., Quincy, Ill.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Bronze Powders.
J. Marsching & Co., New York.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co, New York.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York

Chucks
Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co. Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.
Burr Feeler Co., Batavia, Ill.

Coal Screens.
Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
C. T. Williamson Wire Novelty Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago

Countersinks.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Troy Nickel Works, Albany, N. Y.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Standard Welding Co., Cleveland, Ohio.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enameled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouse Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works, Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gas Stoves.

Troy Nickel Works, Albany, N.Y.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Troy Nickel Works, Albany, N.Y.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Surplees, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co Buffalo, N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co, New York.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co. Neponset, Mass.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sichels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Enterprise Mfg. Co., Philadelphia.
Pastime Lawn Mower Co., Detroit, Mich.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Troy Nickel Works, Albany, N. Y.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mail Boxes.

W. C. Heller & Co., Montclair, N. J.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
L. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Burr Mfg. Co., Cleveland Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co, Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.

Razor Strops.

William A. Shull, Philadelphia
Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co, Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia,

Safes.

Herring-Hall-Marvin Co., New York.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sanitary Stills.

Cuprigraph Co., Chicago, Ill.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co., Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading, Pa.
Peloubet Scale & Mfg. Co., Chicago, Ill.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Troy Nickel Works, Albany, N.Y.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Sickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co. New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stove Lining.
William M. Newton, Albany, N.Y.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.
Salem Nail Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York.

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
Williamson W. N. Co., Newark, NJ.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
Cleveland Twist Drill Co., Cleveland, O.
Kearney & Foot Co., New York.
Standard Tool Co., Cleveland, O.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Welding.
Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
O. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.
John Sommer's Son, Newark, N.J

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E Myers & Bro., Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.
AND EVERY KIND OF
IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
Allerton-Clarke Co 47
American Ring Co....11
American Shearer Mfg. Co....48
Ames Sword Co....59
Arcade File Works....47
Arcade Mfg. Co.... 2
Armstrong Mfg. Co....14
Atkins (E. C.) & Co....40
Atlas Bolt & Screw Co....63
Atlas Mfg. Co.... 1
Audit Co....45
Ausable Horse Nail Co.... 3

B

Baeder, Adamson & Co.... 5
Bardsley, Jos....15
Barnes (Wallace) Co 45
Barnett (G. & H.) Co....68
Barrett, W. L.... 1
Berger Bros Co....14
Berger Bros. Co....50
Berger, L. D.... 4
Bicycle Step Ladder Co....59
Bigelow, J. F....11
Bissell Carpet Sweeper Co.... 3
Boardman (Luther) & Son....45
Bommer Bros....68
Brainerd-Tanner Co.... 2
Brass Goods Mfg. Co....50
Bruce & Cook 16
Bryan Mfg. Co.... 4
Burr-Fesler Co.... 5
Burr Mfg. Co....16

C

Capewell Horse Nail Co....68
Cary Mfg. Co....50
Champion Safety Lock Co....43
Champion Steel Range Co....18
Chatillon (John) & Sons.... 6
Clark & Cowles.... 5
Cleveland Stone Co.... 7
Cleveland Twist Drill Co....68
Clinton Wire Cloth Co....67
Coates Clipper Mfg. Co....10
Coes Wrench Co.... 7
Conroy (P. J.) Co....59
Contractors' Plant Mfg. Co....48
Covert Mfg Co....11
Cronk Hanger Co....17
Cuprigraph Co.... 9
Cushman & Denison....39
Cycloid Cycle Co....10

D

Darby (Edward) & Sons 67
Dickinson, Thos. L....43
Disston (Henry) & Sons.... 5
Divine Bros.... 2
Dixon (Jos.) Crucible Co.... 5
Dunbar Bros....67
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co....15
Edgar Mfg. Co. 18
Ellis & Helfenberger....43
Enterprise Mfg Co. of Pa.... 8
Erie Specialty Co.... 2
Estey Wire Works Co 43

F

Field (Alfred) & Co....59
Fitch (W. & E. T.) Co.... 1
Folding Paper Box Co....58
Forl, Reuben....10
Fuller Bros. & Co.... 2

G

Gilbert & Bennett Mfg. Co 67
Gliddon Varnish Co.. 87
Goodell Co....15
Goshen Sweeper Co....39
Gould Packing Co.... 47
Graham (John H.) & Co.... 8

H

Hanson & Van Winkle Co.... 2
Hardwaremen's Exchange....48
Hardware Publishing Co....60
Harrington & R'chardson Arms Co.... 7
Harrison Bros. & Co , Inc....18
Hartley & Graham.... 1
Heinisch's (R.) Sons Co....68
Heller (W. C.) & Co.... 6
Herring-Hall-Marvin Co....18
Hill Dryer Co....16
Hill (N. N.) Brass Co....50
Holmes & Edwards Silver Co....19
Holroyd & Co.... 7
Howard Iron Works....43

I

Iowa Farming Tool Co....43
Ives (H. B.) & Co....14

J

Jennings (C. E.) & Co.... 1
Jennings (Russell) Mfg. Co.... 2

K

Kearney & Foot Co....43
Keuffel & Esser Co.... 3
Kilbourne & Jacobs Mfg. Co....38
Kimball Bros....14
Kohler (F. E.) & Co....41

L

Laflin & Rand Powder Co.... 1
Laflin & Rand Powder Co....36
Lancaster Machine & Knife W'ks.10
Lane Brothers Co.... 2
Leonhardt & Co....15
Litchfield J. M....43
Lowenstein, R. J.... 1

M

Magnolia Metal Co.... 1
Mann Wm. H....48
Martin, James F....48
Mast (J. M.) Mfg Co....10
McKinney Mfg. Co....17
Merchant & Co....14
Miles, Franklin S....15
Morrill, Charles 18
Mugford, A....45
Myers (F. E.) & Bro....16

N

National Enameling & Stamping Co 9
National Saw Co....10
N. J. Car Spring & Rubber Co....41
New Jersey Wire Cloth Co....65
New York Stamping Co....67
Newton Wm. M.... 2
Niles Mfg. Co 2
North Bros. Mfg. Co.... 38

P

Parry Mfg. Co.... 4
Pastime Lawn Mower Co....17
Payson Mfg. Co.... 2
Peck (Fred W.) & Co.... 4
Peluze Scale & Mfg. Co....59
Pennsylvania Wire Works....67
Philadelphia Commercial Museum....41
Pike Mfg. Co....45
Porter Screen Mfg. Co....18
Prescott (J. L.) & Co.... 1
Putnam Nail Co....11

R

Reading Hardware Co....10
Robertson, Arthur R.... 7
Rodgers (Joseph) & Sons 70
Rolfe, I....45
Root Bros. Co....43
Root Bros. Co....45
Russell & Erwin Mfg. Co....40

S

Salem Nail Co....61
Samson Cordage Works.... 1
Sargent & Co.... 45
Scranton (The) & Co.... 1
Sedgwick Machine Works....14
Shull, Wm. A.... 17
Sickels & Nutting Co 41
Silver Mfg. Co.... 2
Smith & Egge Mfg. Co....18
Smith & Hemenway Co....68
Smith (Wm. G.) & Co.... 4
Sommer's (John) Son....63
Standard Co....50
Standard Welding Co.... 1
Stanley Rule & Level Co....39
Stanley Works.... 1
Stebbins (Chas. J.) & Co.... 3
Stevens (J) Arms & Tool Co.... 7
Steward & Romaine Mfg. Co 48
Stimpson (Edwin B.) & Son....68
Storm Mfg. Co....14
Stowell Mfg. & Fdry. Co....45
Sudlow, John W....11

T

Tie Co.... 1
Tower & Lyon....12
Townsend, C. C. & E. P....48
Tuck Mfg. Co....13

U

Underhill, Clinch & Co....15
Underhill, Clinch & Co....15
Union Hardware Co....12
Union Metallic Cartridge Co.... 1
U. S. Desk, File & Cabinet Co....41

V

Van Wagoner & Williams Hdw. Co....68
Voigt, Starr & Co.... 3

W

Warren (J. D.) Mfg Co....13
Waterbury Brass Co....65
Welch (T. F.) Mfg Co 67
Wilkinson (A. J.) & Co....13
Williamson W. N. Co.... 7
Wright & Colton Wire Cloth Co..67

Y

Yale & Towne Mfg. Co.... ...43

Digitized by Google

CLINTON WIRE CLOTH CO.,

Manufacturers of every description of

WIRE CLOTHS,

"Silver Finish" Galvanized Poultry Nettings, Painted Window Screen Cloth, Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St., New York. | Sears Building, Boston. | 137 Lake St., Chicago. | Factory and Main Office, Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH . . . . *Galvanized, Tinned and Black, Brass, Copper and Rust Proof.*

WIRE . . . . . *Annealed, Bright Tinned and Galvanized, also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: Palmer, Mass. Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO, ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street, NEW YORK.
153 Lake Street, CHICAGO.
Factories: GEORGETOWN, CONN. WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.

Eclipse CURRY COMBS



WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**

Catalogue on Application.

MADE OF THE FINEST Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.

"Pennsylvania" Fruit Picker

This Cut almost speaks for itself—the device being so much like the human hand, shows at once the utility of the article.



AS A FRUIT PICKER IT HAS NO SUPERIOR.

It is made of Heavy Galvanized Wire, and Easily Adjusted to a Pole. It has been sold for several years, and the demand (as it is becoming known) is steadily increasing. The difficulty of detaching fruit and securing it unbruised is apparent to everyone so engaged. This overcomes the difficulty, and saves the finest fruit, which commands the highest prices. It will gather Apples, Peaches, Pears, Etc.

THE LOW PRICE AT WHICH IT IS SOLD

brings it within the reach of those who have but little fruit to gather as well as those who have large quantities.

Price per dozen, $3.50. *Liberal discount to the trade.*

EDWARD DARBY & SONS,

233-235 Arch Street, PHILADELPHIA, PA.

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

TRADE MARK



A. CHIPMAN, Treas.

GOULD'S STEAM & WATER PACKING

Never sticks the Throttle.
The Original Ring Packing.
In ordering give EXACT diameter of Stuffing Box and Valve Stem.
None genuine without this Trade Mark.

THE GOULD PACKING CO.,
EAST CAMBRIDGE, MASS



Digitized by Google

74 YEARS. ESTABLISHED 1825 74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS CO., NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

ICE CREEPERS.



MANUFACTURERS. Edwin B. Stimpson & Son. 31 BRUCE ST., NEW YORK.

The Atlas Bolt & Screw Co., Cleveland, Ohio.

Manufacturers of



Tire Bolts,

Stove Bolts, Machine Screws, Sink Bolts, Stove Rods, Rivets, Cold Pressed Nuts, Special Bolts and Screws.

. . . SEND FOR CATALOGUE.

Mention "HARDWARE." . . .

The Genuine "GIANT" NAIL PULLER AND BOX OPENER.

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case .....List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.



CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.



Twelve Medals Awarded at International Expositions.

Special Grand Prize Gold Medal at Atlanta, 1895.

G. & H. BARNETT COMPANY,

Philadelphia, Pa.

"OLD RELIABLE"

High Grade

BIT STOCK DRILLS, WOOD BITS.



CLEVELAND TWIST DRILL CO.,

New York Store, 99 Reade St.

CLEVELAND, OHIO, U. S. A.

BOMMER SPRING HINGES ARE THE BEST

"PRACTICALLY UNBREAKABLE" SAYS THE WORLD'S FAIR AWARD.

MADE OF WROUGHT STEEL, BRONZE & BRASS

Factory, 247-271 Classon Ave., Brooklyn, N. Y.



GEM Spring Hinges.

Twenty Years of SUCCESS.

BALL TIPS, Made in All Finishes.

Sold by Leading Jobbers.

MADE BY

Van Wagoner & Williams Hdw. Co.

CLEVELAND, O., and NEW YORK.

Digitized by Google

ALL THE NEWS.

HARDWARE

HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, No. 143 Chambers St., New York.

VOL. XIX. No. 12. New York, September 25, 1899. $1.00 A YEAR

MAGNOLIA METAL

IN USE BY **All The Leading Governments**

Best Anti-Friction Metal for all Machinery Bearings.

BEWARE OF IMITATIONS.

Magnolia Metal is still selling at the same price it has always sold at no advance.

MAGNOLIA METAL CO.,

OWNERS AND SOLE MANUFACTURERS,

266-267 West Street, NEW YORK.

Chicago Office, Fisher Bldg., 281 Dearborn St.
Room 524 Board of Trade Bldg., Montreal.
No. 40 Queen Victoria St., London, E. C.

FOR SALE BY ALL DEALERS.

ONE BRACKET is practically as good as another. Then why make a specialty of the **BRADLEY**? It costs less to make it than others, and your profit is just so much larger.

YOUR CUSTOMERS will be pleased, for the bracket is light, tasty, beautifully japanned and **WONDERFULLY STRONG.**

BRADLEY STEEL SHELF BRACKETS.

Atlas Mfg. Co., - New Haven, Ct., U. S. A.
London Office, S. Guiterman & Co., 35 & 36 Aldermanbury, E.C.

FITCH SASH LOCKS



Give unqualified satisfaction and endorsement by representative Architects and Builders everywhere insures a ready sale by the Hardware Dealer. Give them a trial. Small and large sizes, in all finishes. Catalogue and Price on application.

THE W. & E. T. FITCH CO., New Haven, Conn.



W. L. BARRETT,

71 Main Street, BRISTOL, CONN.

MANUFACTURER OF

STEEL WHEEL GLASS CUTTERS

CIRCLE CUTTERS—for Rounding Lights.
TUBE CUTTERS—for Cutting Glass Tubes
SEND FOR ILLUSTRATED CATALOGUE



HOLDFAST'S TIE

Cut of Clothesline HOLDFAST. Made for a hundred uses. . . .

TIE CO.,
Box M. Mfrs.,
Unadilla, N. Y.

ROPES OR STRINGS Automatically.

Send for Free Sample, List and Prices.



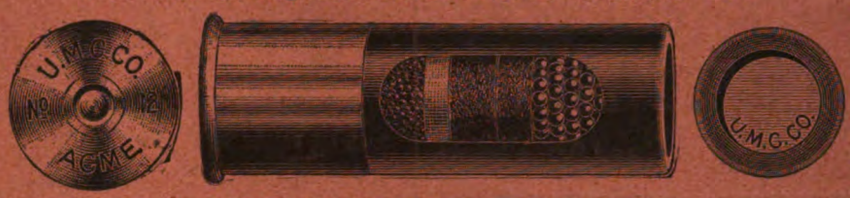
Can You Afford- to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell ENAMELINE, the Modern Stove Polish. Paste, Cake or Liquid If you are doing business for a profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

U. M. C. "Acme" Shells

WITH HIGH BASE FOR THE USE OF DENSE NITRO POWDERS AND WITH THE CELEBRATED "U. M. C. No. 3" PRIMERS

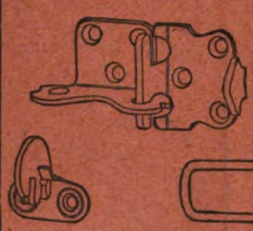
. . . Give thorough satisfaction under all conditions. . . .



ABSOLUTE UNIFORMITY OF LOAD
IS A GUARANTEE OF ACCURACY AND RELIABILITY.
Write for price-list and descriptive matter.

Union Metallic Cartridge Company,

313 Broadway, New York. Bridgeport, Conn.



Stanley's

Improved Steel Gravity Blind Hinges for Wood.

BEST IN THE WORLD.
THEY WILL NOT BREAK.

. . . . Send for Circulars . . .

The Stanley Works, Dept. D., NEW BRITAIN, CONN. 79 CHAMBERS ST., NEW YORK.

STEEL SOCKETS FOR "STANDARD" TAPER SHANK DRILLS.

STANDARD TOOLS



No. 116.



No. 118.

ARE THE KIND YOU CAN BEST AFFORD TO USE...



No. 117.

THE STANDARD TOOL CO.,

94 Reade St., NEW YORK. CLEVELAND, OHIO, U. S. A.

When writing for Illustrated Catalog, please mention "HARDWARE." . . .

WHAT EVERY SPORTSMAN SHOULD USE.

36.

NEW FIRM, NEW LIFE, Open to handle good lines for Export.

R. J. LOWENSTEIN,

Import - Export,

72 Beekman St. . . NEW YORK.

BRAIDED CORD.



SAMSON & MASSACHUSETTS Brands.

Send for Samples **Samson Cordage Works,** BOSTON, MASS.

For THE SCRANTON

NAIL PULLERS

Write ALDER & BOYD,
37 Warren Street, NEW YORK.

The Scranton & Co., New Haven, Conn.

WHY IS C. E. JENNINGS' NEW AUGER BIT No. 1½



THE BEST BIT FOR WOOD BORING IN THE WORLD?

Because: There are good bits made for **hard wood.** The L'Hommedieu Ship Bit is an excellent tool for this purpose, but it is not designed for fine cabinet work or soft wood. There are good Bits for Soft Wood, but fail when used in **hard wood** We have combined two **principles in one,** and think we have solved the problem of putting a bit on the market that is suitable for all around use. Prices furnished the Trade on application.

C. E. JENNINGS CO., *Sole Manufacturers,* 101 Reade St. NEW YORK.

Digitized by Google

Fuller Brothers & Co.,

139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.



Our 1899 Catalogue of Cork Screws, Cork Pullers, Lemon Squeezers, &c., is now ready. Write for it.

ERIE SPECIALTY CO., Erie, Pa.

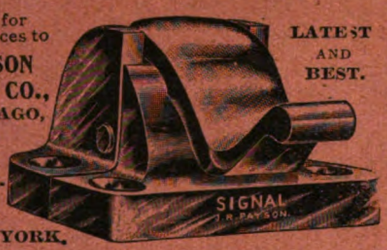
PAYSON'S SIGNAL SASH LOCK.

Write for prices to

PAYSON MFG. CO., CHICAGO,

and

88 Chambers St., NEW YORK.



LATEST AND BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

BRAINERD - TANNER CO.,

90 Chambers St., N. Y.

Mfrs. Hardware Specialties,

DICKSON TRANSOM LIFTERS

AND OPENERS.

Champion Transom Lifters,
Premier Transom Lifters,
Self-Locking Openers,
B. T. Locking Pivot.

Also Agency . . .

W. N. BRUNTONS & SON, Scotland,

Mechanical and Music Wire and Steel Rods.

SEND FOR PRICES.

NILES PATENT D. A.

SPRING HINGES AND BLANKS.



Neat, Quickly Applied, Strong. | Are the Best, Prices Lowest.

NILES MFG. CO.,

18 S. Canal St., CHICAGO.

LANE'S

PATENT STEEL BARN

DOOR HANGERS.



We are the originators and largest makers of U shaped Hangers

Get Genuine Lane Hangers

For Best Satisfaction.

LANE'S Patent Noiseless Steel Parlor Door Hangers.

Three different Styles and Prices.

All Steel Anti-Friction.
Silent Tread Wheel.
All run on Same Rail.

Each set Packed with Screws.



LANE BROS. CO.,

429-461 Prospect St., POUGHKEEPSIE, N. Y.

IRON STONE STOVE LINING



Replaces or Repairs brick-or-iron linings in Stoves, ranges or furnaces Plastered in like mortar.—Gets as hard as brick—

MY FACE ON EVERY BAG

PRICES

$1.60 per doz. 10lb. bags in 2 doz. lots
$1.00 per doz. 6lb. bags in 3 doz. lots
ONE CENT per lb. in bulk in Barrel

ADDRESS WILLIAM M. NEWTON
ALBANY, N.Y.

The . . . "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "Russell Jennings" stamped in full on the Round of each Bit.

FOR SALE BY ALL HARDWARE JOBBERS.

The Russell Jennings Mfg. Co., Deep River, Ct., U. S. A.

HIGH GRADE

Buffing · Wheels,

Large variety, adapted to every class of work.

Patent Sewed Buffs.

The finest in the world.

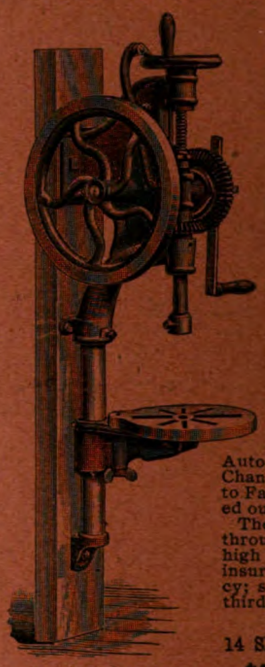
We are the largest manufacturer of Buffs in the United States. . .

Write for Catalogue and prices.

DIVINE BROTHERS, UTICA, N. Y.

WESTERN AGENTS,
THE HANSON & VAN WINKLE CO., Chicago, Ill.
NEW ENGLAND AGENTS,
E. H. MANSFIELD CO., - - Boston, Mass.

ADVANCE



DRILLS

FOR

BICYCLE REPAIRMEN, SMITH-SHOPS REPAIR SHOPS.

Best because they have Most Direct Automatic Self Feed. Changeable from Slow to Fast Feed and located out of the way.

They are constructed throughout same as a high grade tool which insures: First, Accuracy; second, Durability; third, Light Draft.

14 SIZES and STYLES.

ADVANCE No. 12.
125 lbs. - $13.00.
LIGHT POWER.

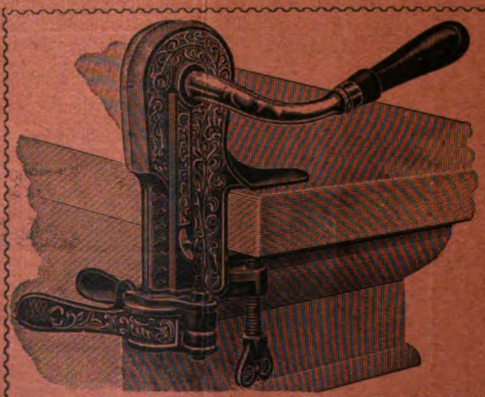
$6.00 to $85.00

Special discounts to repairmen.

EVERY DRILL GUARANTEED.

THE SILVER MFG. CO

345 Broadway, - SALEM, OHIO.



WE are abreast of the times and headquarters for *THE BEST* Cork Puller ever made.

THE CHAMPION

is away ahead of all competitors, both in appearance and operation. Send for catalogue and price.

MANUFACTURED BY

ARCADE MFG. CO.,

FREEPORT, ILL.

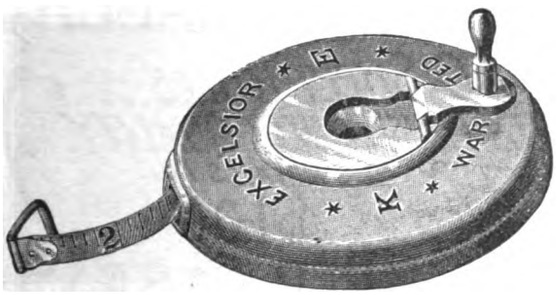
Nickel Plating Outfits.

POLISHING MACHINERY.
CHEMICALS.
DYNAMOS.

THE HANSON & VAN WINKLE CO.
CHICAGO. NEWARK, N. J.
ADDRESS DEPARTMENT W.

Digitized by Google

KEUFFEL & ESSER CO., NEW YORK,



Manufacturers of

Steel and Metallic Measuring Tapes.

Our tapes are favorably known since many years. They are

AMERICAN MADE GOODS.

Reasonable in Price. Fully Warranted.

Catalogue and Discounts on Application.

CHAS. J. STEBBINS & CO.,

103 Reade Street,

NEW YORK.

NAILS

Iron & Steel Cut Nails

STEEL WIRE NAILS.

A Large Stock Constantly on hand for Immediate Shipment.

... GUNPOWDER ...

MANUFACTURED BY

E. I. DuPONT DE NEMOURS & CO.,

OF WILMINGTON, DELAWARE.

Crystal Grain. Very Strong and Clean.

Eagle Duck. Extremely Popular. A Combination of Cleanness, Quickness and Strength.

Choke Bore. Unsurpassed for Prairie and Upland Shooting. Burns Slowly, Strong and Moist with good Penetration and Close Pattern.

Rifle. Of National Reputation both for Rifles and Shot Guns.

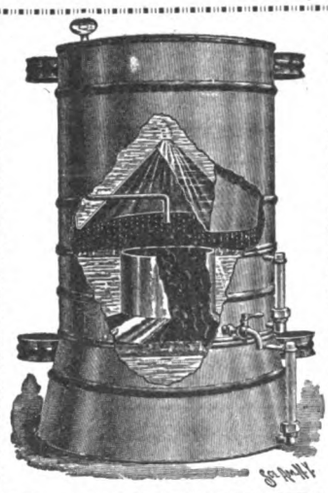
V. G. P. A Quick Powder for Trap Shooters and others. Moist and Clean. Will not Cake.

SMOKELESS.

A Perfect Powder for the Trap and Field, High in Velocity, Low in Pressure, Regular in Pattern, and Invariable in Results. Load same as Black powder. Directions on every wrapper.

SMOKELESS MILITARY POWDER AND GUN COTTON
For the Army and Navy.

MINING AND BLASTING POWDER Send for Catalogue.



SOLD in every State and Territory and in every foreign country.

The demand for an article that will produce pure, distilled, aerated water has reached the point where we have made sales as above. The

SANITARY STILL

fits any kind of a wood, coal or gas stove; simple as a teakettle and as easily cleaned and operated; lasts a lifetime and produces at one operation pure, spark ing, aerated water at a cost of from 1 cent to 2 cents a gallon.

We have inquiries from our advertisements from all parts of the country and desire correspondence with live hardware dealers to act as agents.

Only Still recognized by U. S. Government

Six styles from which to choose.

Let us send you booklet and testimonials telling about the Still and what people think of it.

THE CUPRIGRAPH CO., 95 No. Green St., CHICAGO ILL.



Ausable Horse Nail Co.,

10 MURRAY STREET, NEW YORK.

MANUFACTURERS OF

Ausable, Clinton, American

Hot Forged & Hammer Pointed

HORSE NAILS.

The Ausable Horse Nail Co. is not connected with any Trust or Combination existing or projected.



FRANKLIN S. MILES

MANUFACTURER OF

Brass, Iron, Steel and German Silver SCREWS.

All kinds of Special Screws.

205 QUARRY ST. - - PHILADELPHIA, PA.

Digitized by Google

OUR FAMILY CASE OF TOILET PAPER

SHOULD BE IN THE STOCK OF ALL HARDWARE DEALERS

3000 SHEET ROLLS. SATIN FINISH FINEST QUALITY.

A.P.W. PAPER CO ALBANY, N.Y.

RETAILS FOR $1.00 PER CASE.

A. C. AUSTIN ENG. CO. ALBANY N.Y.



PECK'S AXES AND EDGE TOOLS.

PECK'S CELEBRATED CHAMPION BRAND

AXES, ADZES AND HATCHETS

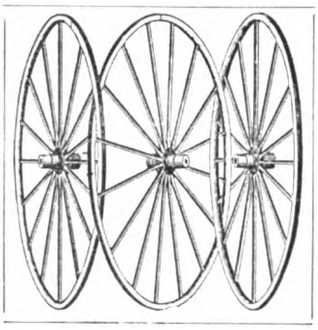
Manufactured from highest grades of materials under the favorite and well-known brands of

"PECK'S CHAMPION BLADE," "MANHATTAN," "EMPIRE" AND "MACY CLIPPER."

Manufactured by FRED. W. PECK, Successor to A. G. PECK & CO., Cohoes, N. Y., U. S. A.

Send for New Catalogue. Mention HARDWARE.





Do You Sell Wheels?

PARRY makes Buggy wheels. PARRY makes none but the best grades of Buggy wheels. PARRY uses nothing but genuine second growth Indiana White Hickory, thoroughly dried. PARRY wheels are easy to sell because they are good wheels, well advertised. You should get PARRY'S prices.

PARRY - BUGGIES - INDIANAPOLIS.



ESTABLISHED 1835.

JOHN CHATILLON & SONS,

Sole Agents:
FOSTER BROS. CO., Butchers' Knives and Tools.
PHOENIX KNIFE CO., Pocket Knives, &c.
FRIEDERICH DICK, Butchers' Steels, &c.

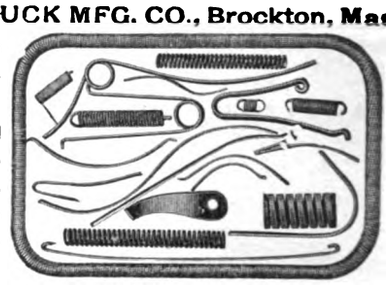
MANUFACTURERS OF

SCALES, BUTCHERS' TOOLS AND MACHINERY.

85 to 93 Cliff Street, NEW YORK.

TUCK MFG. CO., Brockton, Mass.

Springs, Tools & Cutlery.



Send for Tool Catalogue.

Tempered Springs of all kinds.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Digitized by Google

Disston's Superior Files.

The Steel used in these Files is manufactured by our own steel works. They are cut by skilled mechanics on our own improved machinery, hardened by a special process which insures an even temper.

Each File is carefully inspected before leaving the factory.

We Guarantee the quality of our Files to be equal to that of our Saws. . . . . .

IF YOU CANNOT BE SUPPLIED WRITE US.

Highest Award given our Files wherever exhibited

Henry Disston & Sons, Incorporated,

Philadelphia, Pa.

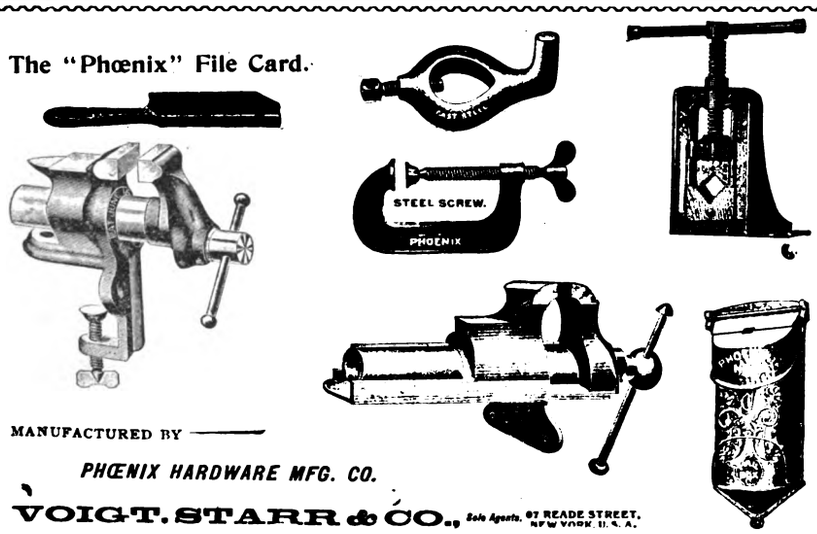
ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

The "Phœnix" File Card.



MANUFACTURED BY

PHŒNIX HARDWARE MFG. CO.

VOIGT, STARR & CO., Sole Agents. 97 READE STREET, NEW YORK, U. S. A.

CLARK & COWLES.

RIVETS PLAINVILLE, CONN. SPRINGS

STAMPING AND FORMING

J. MARSCHING & Co.,

MARSCHING'S INDIA GOLD PAINT FOR ORNAMENTAL GILDING

Importers and Manufacturers of

BRONZE POWDERS

In Gold, Aluminum, Copper and all colors.

BRILLIANT BRONZES
for gilt work on Axes and Tools, Wire and Iron Railings, Hardware Specialties, etc.

LINING BRONZES
for fine Striping on Bicycles, Carriages, Lawn Mowers, etc. **COLD PAINTS** in package form for Hardware dealers.

Send for Samples and Prices.

27 PARK PLACE, NEW YORK.

ESTABLISHED 1869.

AMERICAN RAILWAY SUPPLY COMPANY.

MANUFACTURERS OF

BAGGAGE, HOTEL & TIME CHECKS, METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.

24 PARK PLACE, NEW YORK.

You take no risk on the Quality. We make only the Best!

TRADE MARK REGISTERED.

BAEDER, ADAMSON & Co. MANUFACTURERS OF GLUE

SAND PAPER. EMERY PAPER. EMERY CLOTH CURLED HAIR.

FOUNDED 1836.

NEW YORK. BOSTON CHICAGO. PHILADELPHIA.

Sand Papers IN **Reams and Rolls**

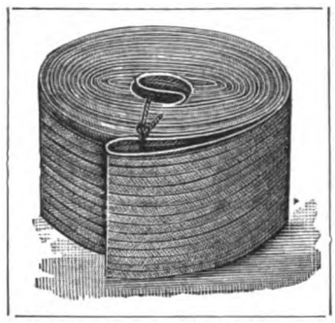
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

Digitized by Google



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

Correspondence Solicited. *Discounts Quoted.*

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 18

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark 

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836. **ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

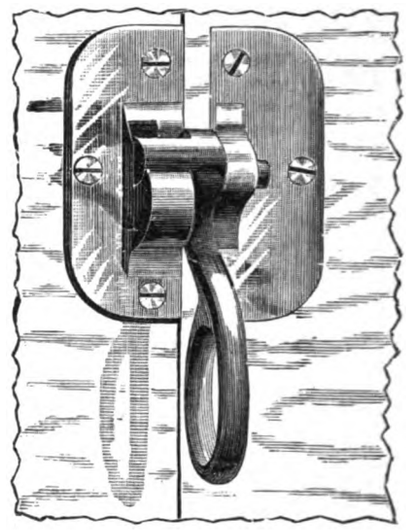
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS

Proprietors of the following brands of Cutlery:

ALFRED FIELD & CO. PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO. WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use.



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER.

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

50 STATE STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 82 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

Digitized by Google

STEVENS RIFLES

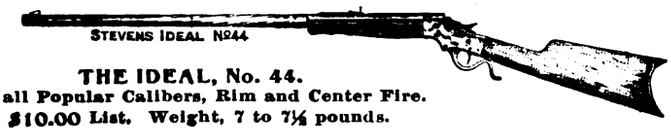
For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

ACCURACY, SAFETY, DURABILITY.

Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . . .



THE FAVORITE.
List from $6.00 to $9.00
In 22, 25 and 32 Calibers. Rim Fire.



THE IDEAL, No. 44.
In all Popular Calibers, Rim and Center Fire.
$10.00 List. Weight, 7 to 7½ pounds.

SEND FOR COMPLETE CATALOGUE AND HAND-BOOK.
CORRESPONDENCE WITH TRADE SOLICITED.

J. STEVENS ARMS & TOOL CO., P. O. Box 315, **Chicopee Falls, Mass.**

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship
and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,

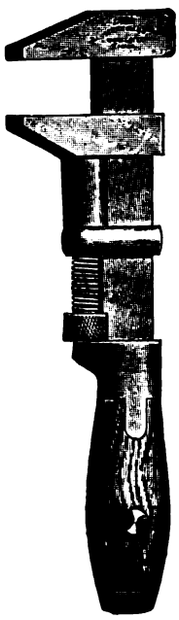
315 BROADWAY, NEW YORK. ILION, N. Y.



L. COES'

Genuine Improved
KNIFE HANDLE
PATENT

Screw Wrenches.



MANUFACTURED BY

COES WRENCH CO.,

WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15 1891. Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ Straight Bar, Extra Long Nut for Screw in Jaw. ☜

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

CORKSCREWS?

---YES, ALL STYLES.

One of the "Leaders."

No 8042.



KEEP TURNING NEED NOT PULL.

Cup flat on bottom prevents breakage.

Loose on screw centres readily.

A direct pull.

Write for Prices.

THE WILLIAMSON W. N. CO.,
Newark, N. J.

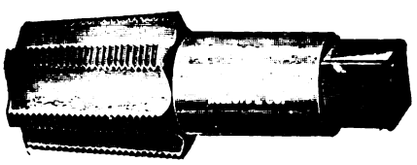


Scythe Stones.

LARGEST ASSORTMENT.
ALL GRADES OF GRIT.
NEAT APPEARANCE.
FINE GOODS.
QUICK SELLERS.

The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.

Hardware Dealers Send us your address and we will mail Catalogue and discount sheet of **STOCKS & DIES, TAPS, etc.**

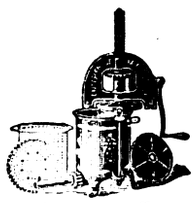


Holroyd & Co.,
Waterford, N. Y.

"FOR YEARS."

Henry Disston & Sons, Philadelphia, Pa. [*Saws, Files, etc.*]: Our opinion of HARDWARE is contained in the fact of our having carried an advertisement in your paper for a period of years.

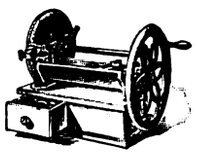
Digitized by Google



Sausage Stuffer and Lard Press



Meat Juice Extractor



Rotary Smoked Beef Shaver



Raisin and Grape Seeder

ENTERPRISE

Meat and Food

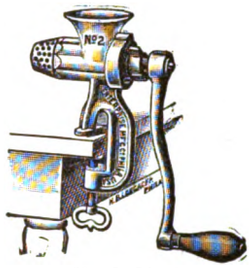
Choppers

TINNED

28 sizes and styles, $1.50 to $275.00



No. 5, $2.00



No. 2, $1.50



No. 12, $2.50

Send for our Illustrated Catalogue

The Enterprise Manufacturing Co. of Pa.

Third and Dauphin Streets **Philadelphia, Pa., U. S. A.**

New York Branch, 10 Warren Street



Power Meat Chopper

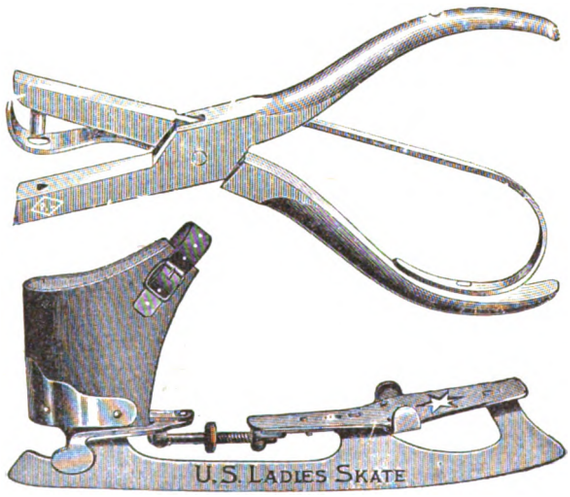


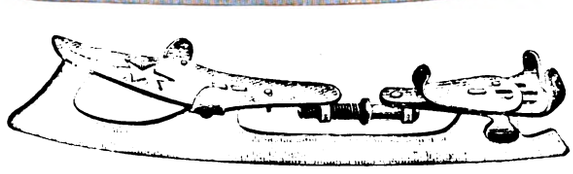
New "Rapid" Coffee and Spice Mill

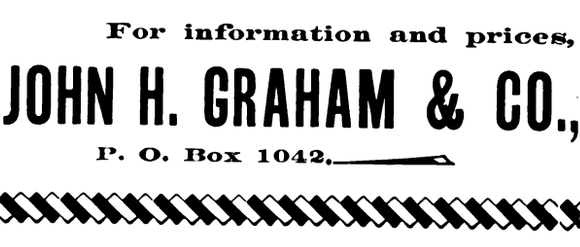


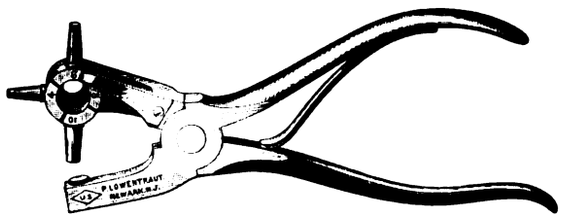
Self-Priming and Measuring Pump

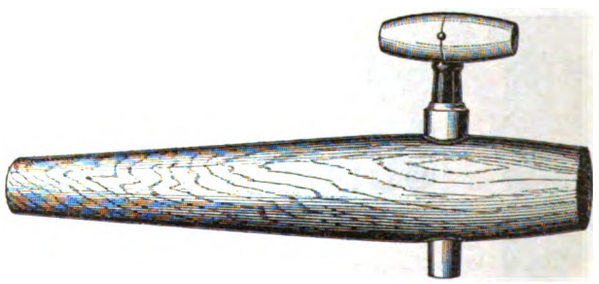
HARDWARE SPECIALTIES.

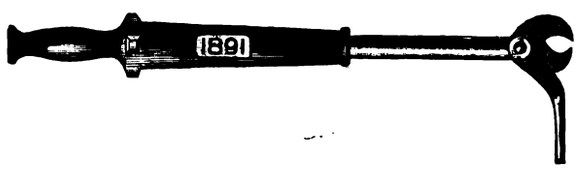












For information and prices, write to

JOHN H. GRAHAM & CO., Sole Selling Agents, **113 Chambers St., N.Y.**

P. O. Box 1042.

Digitized by Google



NATIONAL ENAMELING & STAMPING CO.

....MAIN OFFICE....

78 & 80 Beekman Street, NEW YORK.

....BRANCHES....

BALTIMORE, MD. ST. LOUIS, MO. MILWAUKEE, WIS.
BROOKLYN, N. Y. GRANITE CITY, ILL. BERLIN, L. I., N. Y.
PORTLAND, CONN. BELLAIRE, OHIO.

Producers of Everything That Can Be Made
—IN—
Enameled, Tin, Copper and Metal Ware.

THE BEST IS THE CHEAPEST. *GRANITE STEEL WARE* made by this Company is known throughout the entire country and has stood the test of time. The goods are handled by every *PROMINENT HOUSE* from Maine to California. There is nothing better than the best, and nothing cheaper than the best in the long run.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

BOOKS YOU NEED IN YOUR BUSINESS.

Universal Dictionary of Weights and Measures,
Ancient and Modern, reduced to standards of the U. S. By J. H. Alexander—New Edition—Enlarged—Cloth Binding, - - - - - - $3.50

Link and Valve Motions Simplified,
Illustrated with 29 wood-cuts and 20 lithographic plates, together with a travel scale, and numerous useful tables. By W. S. Auchincloss—13th Edition—Revised—Cloth Bound, - - - - $2.00

The Mechanics' Friend,
A Collection of Receipts and Practical Suggestions relating to Aquaria, Bronzing, Cements, Drawing, Dyes, Electricity, Gilding, Glass Working, etc., etc. By W. E. A. Axon—Wood Cuts and Diagrams—Cloth, $1.50

Hydraulic Motors, Turbines and Pressure Engines For the use of Engineers, Manufacturers and Students. By G. R. Bodmer—294 Illustrations—Cloth, $5.00

Machinists' and Steam Engineers' Practical Calculator. Useful Rules and Problems arithmetically solved, and general information applicable to Shop Tools, Mill Gearing, Pulleys and Shafts, Steam Boilers and Engines, Tables and Instructions for Screw Cutting, etc. By D. B. Dixon—Morocco - $2.00

Dictionary of Manufactures,
Mining, Machinery and the Industrial Arts—By Geo. Dodd—Cloth Binding, - - - - $1.50

Skeleton Structures
Applied to the building of Steel and Iron Bridges—By Olaus Henirci—Illustrated, - - - $1.50

Iron Truss Bridges for Railroads,
The Method for Calculating Strains in Trusses, with a careful comparison of the most prominent trusses, in reference to economy in combination, etc. By Col. Wm. E. Merrill, U. S. A.—Illustrated--Cloth, - $5.00

Metal Turning,
By a Foreman Pattern Maker—Illustrated with 81 engravings—Cloth Binding, - - - - $1.50

Modern Moulding and Pattern Making,
A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc. etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, - - $2.50

Toothed Gearing,
A Practical Hand Book for Offices and Workshops by a Foreman Pattern maker. 184 Illustrations—Cloth, $2.25

Standard Electrical Dictionary,
A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, - - $2.50

Electrical Transmission of Energy,
A Manual for the Design of Electrical Circuits. By H. V. Abbott—Cloth Binding - - - $4.50

Electric Lamps and Electric Lighting,
Being a Course of Four Lectures delivered at the Royal Institution. By Prof. J. A. Fleming—Fully Illustrated—Cloth Bound, - - - - $3.00

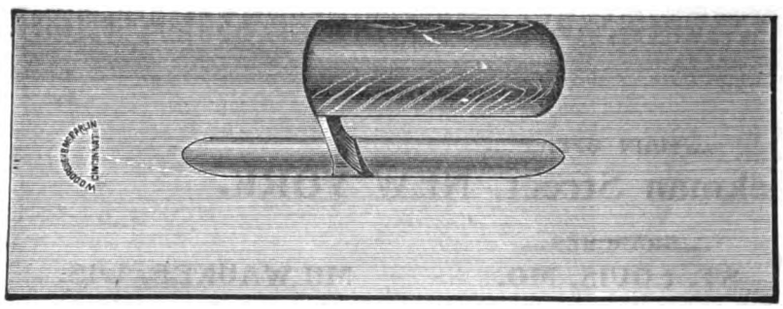
WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY, - - 143 Chambers Street, New York City.**

Digitized by Google

"There Are Others," But not the Genuine, ALL Imitations.



THE ONLY ORIGINAL

WOODROUGH & McPARLIN (CINCINNATI) PLASTERING TROWEL

——IS MFD. BY——

The National Saw Co., General Office: NEWARK, N. J.

ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

ALL METAL REPEATING AIR RIFLE.



5 Different Styles.
Send for Gun Catalogue.

3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading. ENTIRE GUN NICKEL PLATED.
Globe Sights Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

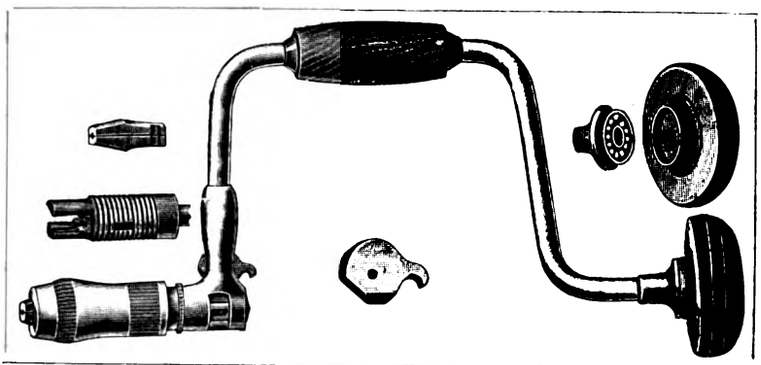
Cycloid Cycle Co., Grand Rapids, Mich.



COATES CLIPPER MFG. CO.,
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical.
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

UP TO DATE in every particular.
Beautifully Finished and Made to Sell.



LANCASTER MACHINE & KNIFE WORKS,
LANCASTER, N. Y.
ALLERTON-CLARKE CO., Sole Agents,
79 READE ST., NEW YORK. 118 LAKE ST., CHICAGO, ILL.

BLIZZARD No. 1.

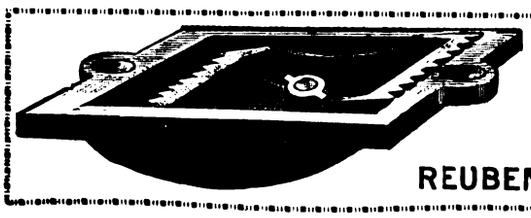
Patent applied for.

A Cold Day for Rats.



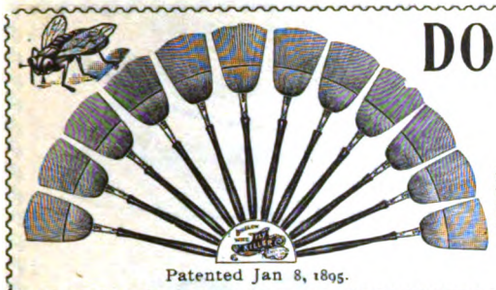
SET WITH SAFETY LEVER.
IT DON'T CRACK YOUR FINGERS.
No. 12 same style for mice. See them before placing orders. Samples and prices upon application to

J. M. Mast Mfg. Co., Lancaster, Pa.



Crescent Bench-Hook
AGAIN ON THE MARKET.
SIMPLEST. CHEAPEST. BEST.
MANUFACTURED BY
REUBEN FORD, Boston, Mass.

Digitized by Google



Patented Jan 8, 1895.

DON'T FLY TO A CONCLUSION.

Take the Conclusion to the Fly. It is hard on the fly, but better for you.

THE BIGELOW WIRE FLY KILLER

is a conclusion to the fly. It Kills Easily and Surely. Does not Crush. Will not soil the most delicately tinted wall paper. Is indispensable in sick rooms, sanitariums, hospitals and summer homes. Sold exclusively to the Hardware and housefurnishing trade. Manufactured by . . .

Send for Illustrated Catalogue and Prices.

J. F. BIGELOW, Worcester, Mass.

The DANDY SINK CLEANER.

. . . A perfect and complete



Household Specialty.

A Sink Cleaner and Shovel Combined.

Tidy housekeepers will throw away the dirty sink broom and buy the Dandy Sink Cleaner on sight. . . . .

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers, and by the patentee and manufacturer

John W. Sudlow, 986 HALSEY STREET, BROOKLYN, N. Y.

COVERT MFG. CO.,

West Troy, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc.



20



513 510

For sale by Jobbers at manufacturers' prices.



1000



1395



5046

American Ring Co.,

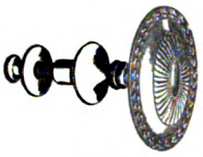
Waterbury, Conn.

MANUFACTURERS OF . . .

Brass Trimmings for Furniture and Interior Cabinet Work, Curtain Pole Trimmings, Brass Headed Upholstery Nails, Brass Ferrules and Curtain Rings.



070



1439



200



5042 Left Hand
5043 Right Hand



10007

"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

"ONE OF THE FIRST AND LAST ADVERTISERS."

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that it is one of the publications we can't afford to stay out of.

"THE GOOD YOU HAVE DONE US."

Samuel Winslow Skate Mfg. Co., Worcester, Mass. [*Skates*]: We congratulate you on your great success, and thank you for the good we think you have done us.

"HEARTILY RECOMMEND HARDWARE."

E. T. Barnum, Detroit, Mich. [*Wire Goods*]: We heartily recommend HARDWARE to those desirous of reaching the largest number of dealers.

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

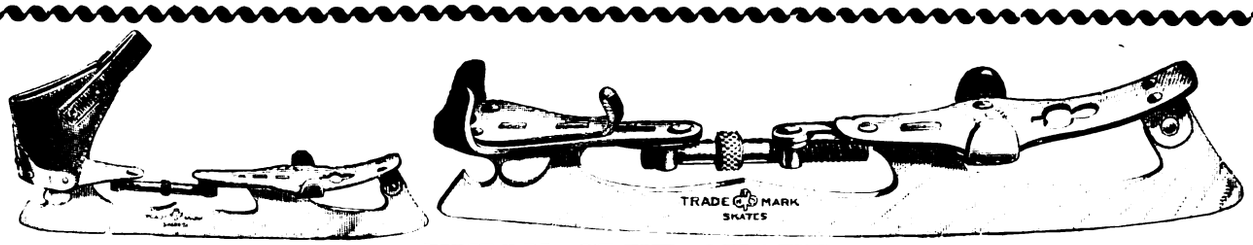
Iowa Farming Tool Co.
Oliver Chilled Plow Works.
North Wayne Tool Co.'s Little Giant Scythes,
Grass Hooks and Hand-Made Axes.
Cortland Door & Window Screen Co.
Relay Bicycle Mfg. Co.



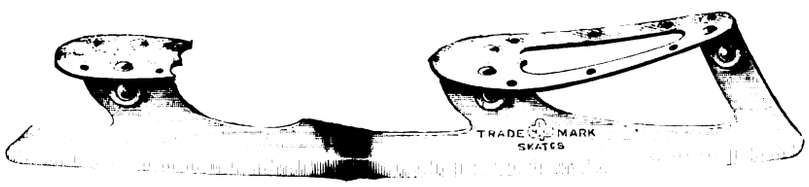
This is the **"Proper Clothes Line Reel,"** with which a line can be **Stretched by simply using the crank** after hitching the line to the desired point. It saves the line and keeps it **free from dirt.** When line is reeled in, close the door and it will revolve to the lower side, making a **Perfect Protection from the weather.** The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. **Price, $1.25.** Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.

Digitized by Google

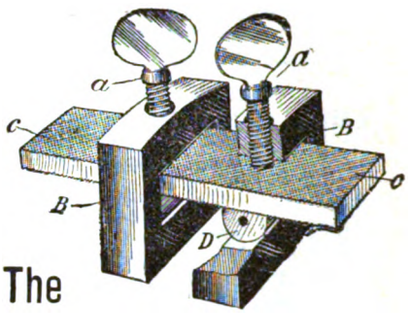


UNION CLUB SKATE.

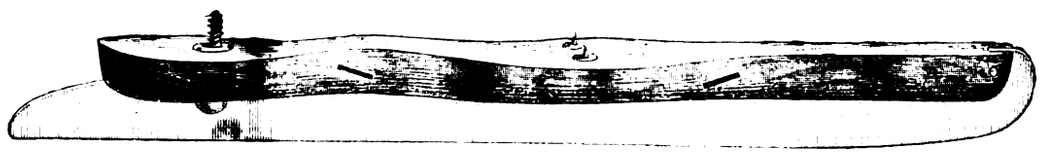




HOCKEY SKATES.



The Union Skate Sharpener.



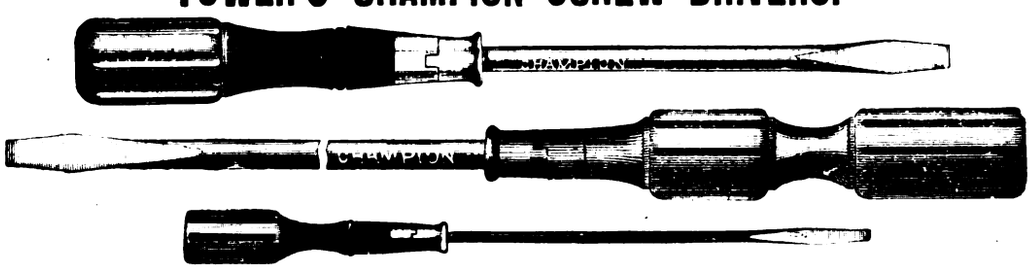
DONOGHUE RACING SKATE.

... MANUFACTURED BY **UNION HARDWARE CO.,**

New York Office in charge of TOWER & LYON. **Torrington, Conn.**

CARPENTERS and MACHINISTS' TOOLS.

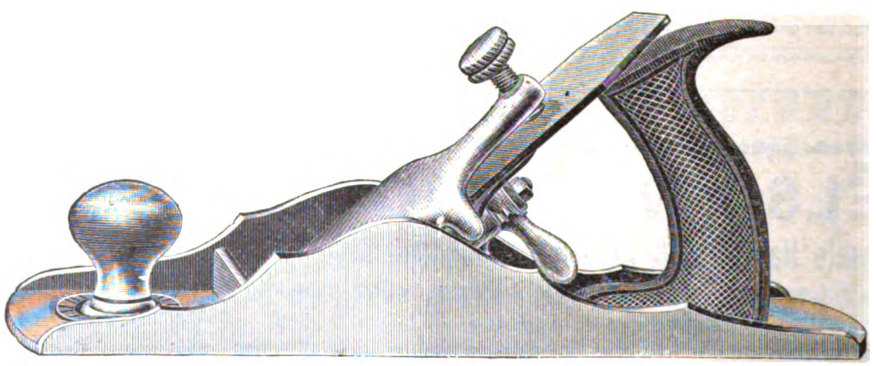
TOWER'S CHAMPION SCREW DRIVERS.

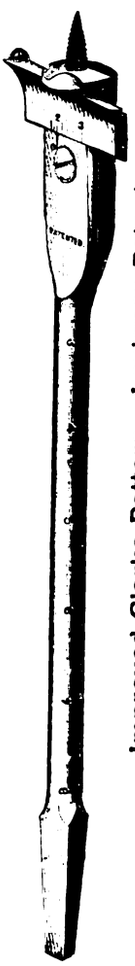


See that the word "CHAMPION" is on each Screw Driver.

Chaplin's Patent Iron Planes.







Improved Clarks Pattern. Lavignes Patent.

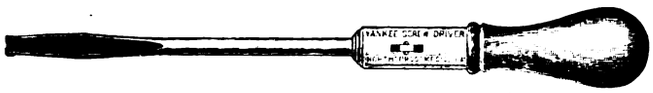
TOWER & LYON,

95 Chambers St., New York City.

Digitized by Google

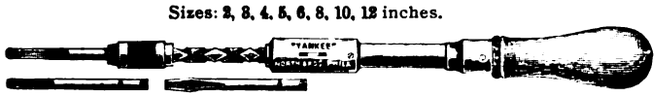
Other Tools are very good Tools, but—

"YANKEE" TOOLS are better.



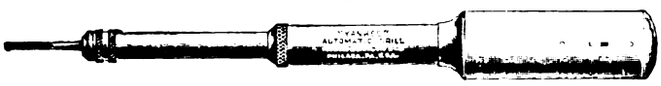
"YANKEE" RATCHET SCREW DRIVER, No 10.

Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



"YANKEE" SPIRAL-RATCHET SCREW DRIVER, No. 30.

Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.



"YANKEE" AUTOMATIC DRILL, No. 40.

For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

SOLD BY LEADING DEALERS IN TOOLS AND HARDWARE.

Insist on "YANKEE" TOOLS



IF YOU WANT THE BEST AT A REASONABLE PRICE.

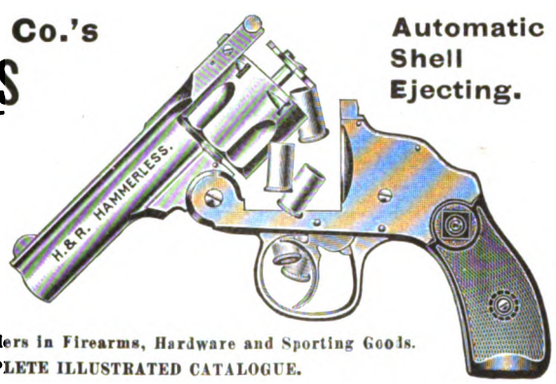
"YANKEE" TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.

H. & R. Arms Co.'s

HAMMERLESS REVOLVER

Automatic Shell Ejecting.



An ABSOLUTELY SAFE Arm, Superior in Style to any on the market.

It is now fitted with

INDEPENDENT CYLINDER STOP

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U S.A.

Strong inducements to pushing dealers. See this paper on the 10th of each month for full description and illustration. Write for prices and discounts.

THE ELKINS SAW FILER AND CLAMP

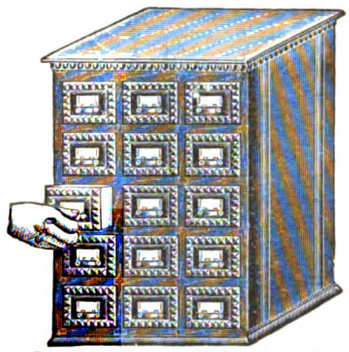
Holds and files a saw perfectly Makes every tooth the same. Requires no experience. Adjusts instantly to any position desired. Always ready for use. No loose parts to get out of order. Durable, Light and Strong

A. J. Wilkinson & Co, 180-188 Washington St., BOSTON, MASS.

Warren's New System

SCREW CASES AND

PORTABLE SECTIONAL SHELVING.

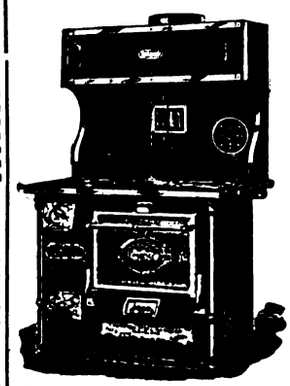


Shipped to all parts of the world.

Twenty different combinations described and priced in circular. A copy mailed to dealers (without charge) on request. Made by . . . . .

J. D. WARREN MFG. Co.,

CHICAGO. ILL.. U S. A.



THE CHAMPION AND MARQUART are the only . .

• • Double Flue

• • Steel Ranges

made in the world.

Write for Catalogue and Prices.

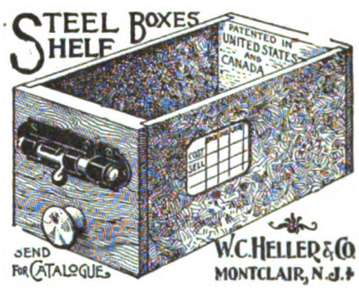
Champion Steel Range Co., CLEVELAND, OHIO.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

Door & Window Screens,

Catalogue Free. BURLINGTON, VT.



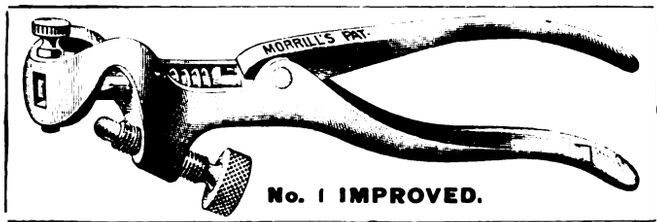
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE MARK

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE MARK

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

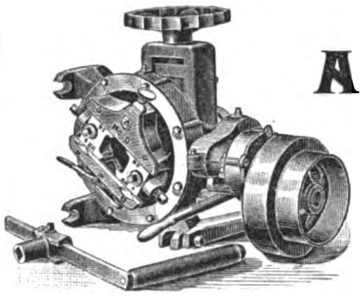
CHAS. MORRILL, 35 Warren St., N. Y

Digitized by Google

Your Stock Is Not Complete

Without a line of

ARMSTRONG



No. 0. Threading Machine, Power Attachment.

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never dissappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

——NEW YORK OFFICE: 139 CENTRE STREET.——



DUMB WAITERS & ELEVATORS.

SIMPLE, DURABLE, EASY RUNNING.

Thousands in Use.

AUTOMATIC LOCK.

Holds the Load Firmly at Any Point.

Send for New Catalogue.

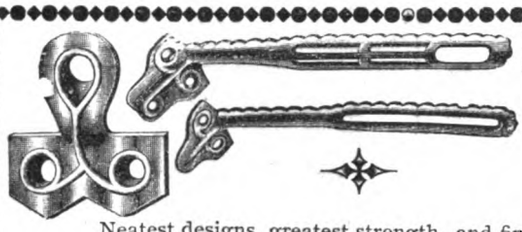
SEDGWICK MACHINE WORKS,

36 Carroll St.,

POUGHKEEPSIE N. Y.

110 Liberty Street New York City.

When writing please mention this paper.



PAIL EARS & SAUCEPAN HANDLES.

Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired. . . .

Send for Catalogue.

BERGER BROS. CO., PHILADELPHIA, PA.

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS



Send for Circulars.

Kimball Bros, Council Bluffs, Ia.

No. 1013 Ninth Street.

Dumb Waiters.....

that don't keep you waiting.

Simple; smooth-running; noiseless. All sizes, capacities and styles. Hardware dealers can sell them.

THE STORM MFG. CO., Send for catalogue. NEWARK, N. J.

Merchant & Co., Incorporated, PHILADELPHIA, NEW YORK, BROOKLYN, CHICAGO.

BABBITT METALS.

Stereotype

Linotype

Electrotype.

SOLDER.

Write us for prices. It will always pay you.

The IVES PATENT DOOR BOLTS Sash Locks and WINDOW HARDWARE SPECIALTIES.



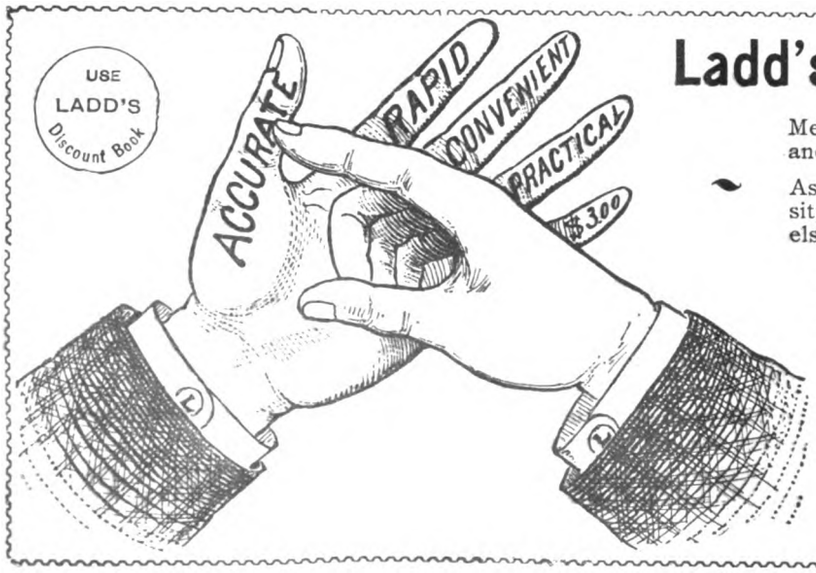
Leaders with the Trade

30-page Catalogue on application.

H. B. IVES & CO., New Haven, Conn.

BEST INVESTMENT EVER MADE.

Divine Bros., Utica, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

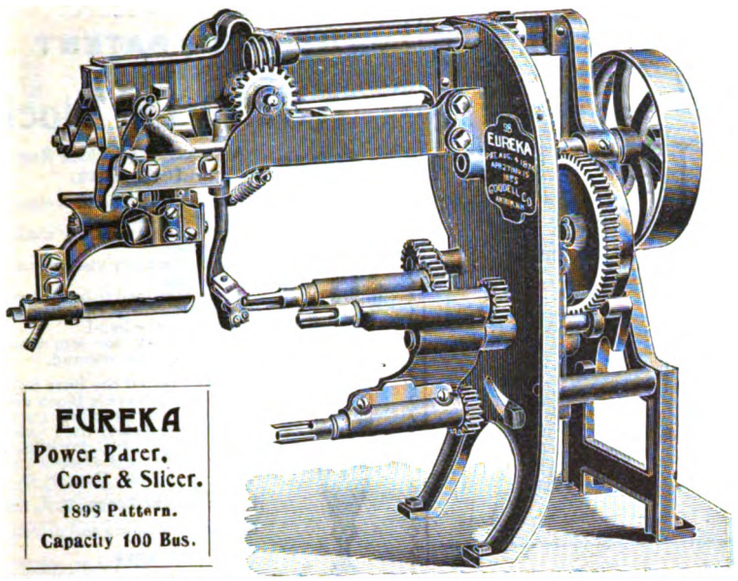
REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . *No. 143 Chambers St., New York.*

Digitized by Google



APPLE PARERS

FOR

EVAPORATORS, CANNERS, BAKERS

AND

FAMILY USE.

We make a large variety suitable for every want, for hand or power, from . . .

50c. to $20.00 each.

SEND FOR OUR CATALOGUE.

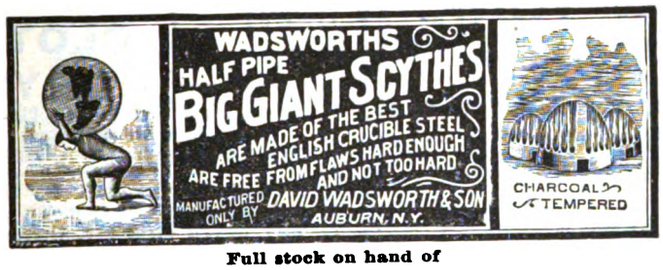
GOODELL COMPANY,

ANTRIM, N. H.

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

94 Chambers Street, NEW YORK.



Full stock on hand of

D. WADSWORTH & SONS Big Giant and Clipper Scythes.

DERBY and BALL'S Snaths, No. 45, 75, 100.



FOR Butler's Pantry Doors and all other swing doors the . . .

"BARDSLEY" CHECKING SPRING HINGE

is unequalled It c'oses the door with a soft, gentle and noise ess action and stops it at once at the centre It goes in the floor under the door.

Made in 6 Sizes.

Catalogue Free.

JOSEPH BARDSLEY,

147 to 151 Baxter St, New York.

CARPENTER PENCILS.

We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

ECONOMY PENCIL ADV. CO.,

Printers of all styles of Pencils,

215 Bowery, NEW YORK.

HORSESHOE-H-STUDS (Neuss' Patent)



Always Sharp! No Slipping of the Horse! No injuries as caused by other Studs! Great saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.

Patentees and Sole Manufacturers.

LEONHARDT & CO.,

BERLIN-SCHOENEBERG, GERMANY.

"READS ADS. AND ALL."

Fred. A. Welles, Milwaukee, Wis.: I like your paper first rate, and I read the advertisements as well as the rest.

"OF INTEREST TO LIVE DEALERS."

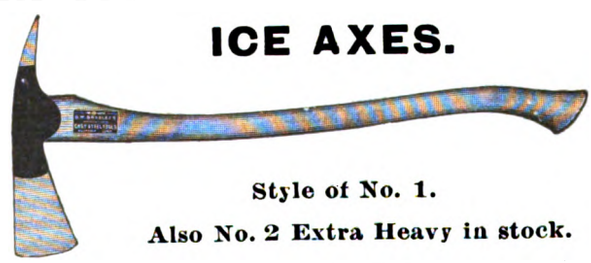
Van Voorhis & McNair, Crawford, Neb: We like the journal very much. It always comes to our desk full of bright sound matter, that cannot but be of interest to all good live dealers.

"ALWAYS A WELCOME VISITOR."

Atlas Mfg. Co., New Haven, Conn. [*Coat Hooks, Shelf Brackets, etc.*]: HARDWARE is always a welcome visitor at our office, and we should hardly know how to get along without it.

G. W. BRADLEY'S SONS,

ICE AXES.



Style of No. 1.

Also No. 2 Extra Heavy in stock.

BEST QUALITY. REASONABLE IN PRICE.

SELLING AGENTS:

UNDERHILL, CLINCH & CO.,

94 Chambers St., NEW YORK.

Digitized by Google

CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &C.

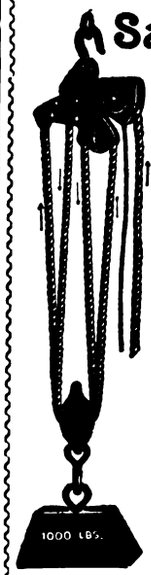


F. E. MYERS & BRO.

ASHLAND, OHIO.

THE BURR PATENT STEEL.

Safety Lift Block



A Perfect Self-Locking Rope Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of." J. C. DEBES, Supt. of the C. & G. Cooper Co., Mt. Vernon, O.

Adopted by the Penna. R.R. Co.

Send for circulars and prices.

. . THE . .

BURR MANUFACTURING CO.

823 Society for Savings Bldg.,

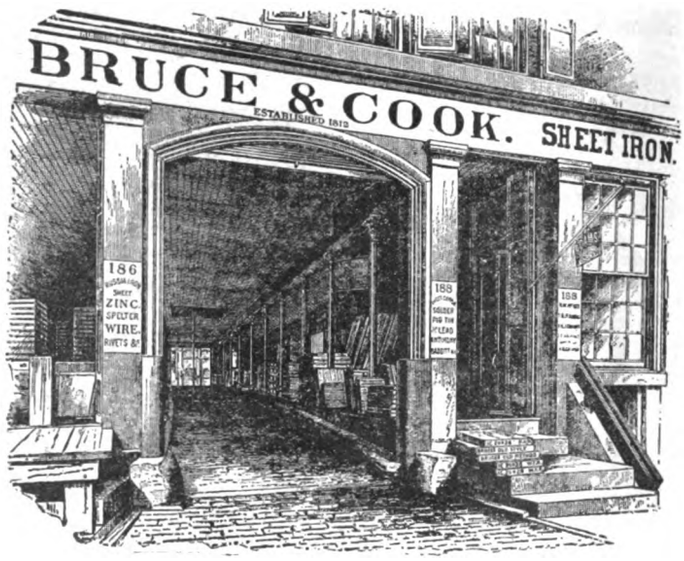
Cleveland, Ohio, U. S. A.

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET, 248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



HILL CLOTHES DRYER.

More than 100,000 in use. Pleasing everybody. Both yard and balcony Dryers.

Fold them up without removing clothes-line and take indoors when not in use.

Sold by the Hardware Trade. Send for Illustrated Catalogue giving full description and prices.

HILL DRYER COMPANY, Worcester, Mass.

A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Digitized by Google

CRONK'S CHAMPION BRACED WROUGHT STEEL GARDEN RAKE.

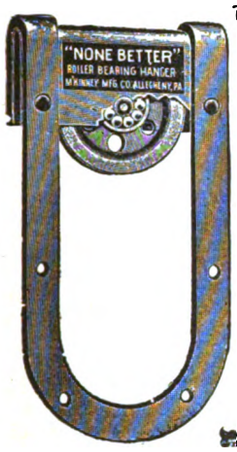
(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the



STRONGEST AND MOST DURABLE RAKE IN THE MARKET.

CRONK HANGER CO., - - Elmira, N. Y.



STEEL DOOR HANGERS.

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.



Only ONE Line of

Aluminum Oil Heaters

In this world for me.

We know they are copied
but Imitations don't go.

They are made like stoves
and heat like stoves.

They are not set up on pins
nor on three legs.

Made entirely of Steel Plate, Planished Iron, Sheet Brass and Aluminum.

They cannot break or wear out.

Guaranteed to suit or no sale.

▲ ▲ OVER ▲ ▲

200,000 of these Heaters

NOW IN USE

AND NOTHING BUT WORDS OF PRAISE IN TESTIMONY OF THEIR EXCELLENCE.

MANUFACTURED BY

Novelty Manufacturing Co.,

Jackson, Michigan, U.S.A.

Digitized by Google

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

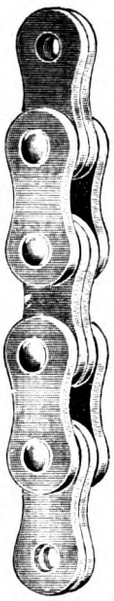
Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal" and Cable

Chains.



Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40. No 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 140 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING LEADING HARDWARE FIRMS WHO DEAL IN OUR GOODS EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY CAVANAGH HARDWARE CO., - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLAS-ANDREESEN HARDWARE CO., Omaha, Neb.
JONES HARDWARE CO., - - - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,
PHILADELPHIA.
NEW YORK. CHICAGO

EDGAR CHOCOLATE GRATER.

A New Article in Housefurnishing.

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.



The EDGAR CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

The New 1896



EDGAR Nutmeg Grater.
Price 10c.

EDGAR MFG. CO., READING, ...MASS.

From "Hopkins' Handy Notes and Queries."

BUILDERS' REFERENCE TABLES.

Size of Glass in Windows. 12 Lights.	8 Lights.	4 Lights.	Size of Sash and Frame.	Weights. 1¼	1½
				LBS.	LBS.
8x10	12 x10	12 x20	2.4 x3.10	4	5
8x12	12 x12	12 x24	2.4 x4.6	4½	5
9x12	13½x12	13½x24	2.7 x4.6	5	5½
9x13	13½x13	13½x26	2.7 x4.10	5½	5½
9x14	13½x14	13½x28	2.7 x5.2	5½	6
9x15	13½x15	13½x30	2.7 x5.6	5½	6½
9x16	13½x16	13½x32	2.7 x5.10	6	6½
10x12	15 x12	15 x24	2.10x4.6	5½	6
10x14	15 x14	15 x28	2.10x5.2	6	6½
10x15	15 x15	15 x30	2.10x5.6	6	7
10x16	15 x16	15 x32	2.10x5.10	6½	7½
10x18	15 x18	15 x36	2.10x6.6	7	8
10x20	15 x20	15 x40	2.10x7.2	8	9
11x14	16½x14	16½x28	3.1 x5.2	6	7
11x15	16½x15	16½x30	3.1 x5.6	6½	7½
11x16	16½x16	16½x32	3.1 x5.10	7	8
11x17	16½x17	16½x34	3.1 x6.2	7	8
11x18	16½x18	16½x36	3.1 x6.6	7½	8½
12x14	18 x14	18 x28	3.4 x5.2	6½	7½
12x15	18 x15	18 x30	3.4 x5.6	7	8
12x16	18 x16	18 x32	3.4 x5.10	7½	8½
12x18	18 x18	18 x36	3.4 x6.6		9½
12x20	18 x20	18 x40	3.4 x7.2		10½
12x24	18 x24	18 x48	3.4 x8.6		12

One Hank of Sash Cord will hang 16 Weights. Each Hank Measures 75 feet and weighs about 2 1-4 lbs.

SASH WEIGHTS.—Standard Size List.

LBS.	Inches diam'r	Inches length	LBS.	Inches diam'r	Inches length	LBS.	Inches diam'r	Inches length
2	1 1/8	8¼	9	1 9/16	18	18	1⅞	25½
2½	1 1/8	10	9½	1 9/16	19½	19	2	24½
3	1 1/8	11	10	1 5/8	19	20	2	25½
3½	1 1/16	11	10½	1 5/8	19¾	21	2	27½
4	1 1/16	12	11	1 5/8	20⅜	22	2	28
4½	1 1/16	13	11½	1 5/8	19	23	2	30
5	1 1/16	13	12	1 5/8	20	24	2	31
5½	1 1/16	14	12½	1 5/8	21	25	2	32
6	1 1/16	14¼	13	1 5/8	22	26	2	33
6½	1 1/16	15¼	14	1 5/8	23½	27	2	35
7	1 1/16	16¼	15	1 5/8	25	28	2	37
7½	1 1/8	17	16	1 5/8	23¼	29	2	38
8	1 1/8	17¾	17	1 5/8	24½	30	2	39½
8½	1 1/16	17¾						

2-lb. to 20-lb. Patent Eye. 21-lb. to 30-lb. Solid Eye.
Sizes not on List, and Square Weights, half-cent per lb. extra.

Digitized by Google

HARDWARE

The proper place to show the rising qualities of a man, is in the street car; that is where the sex will gladly admire his self-denial, even while they take his place.

The poet Markham may be all right about the "man with the hoe," in agricultural pursuits; but in the making of newspapers the "man with a Hoe" presses to the front with a circulation unknown to the early discoveries of Dr. Harvey.

Guatemala, it is understood, expresses a desire to be annexed to the United States. This is more revolutionary than usual. From the lively characteristics of Central American populations generally, we would probably find her a high ball hot tamala.

If the man who "didn't know it was loaded" and the fool janitor who lights a match as soon as he discovers the leak which fills the room with gas, would only achieve a "punishment that fits the crime," the world would know a *sub stratum* of justice worthy of a record.

A woman passenger when she enters a train has no preference as to a seat, until she secures one, and then—she wants to sit somewhere else. While a man, especially if he is a commuter, always has a preference and is unhappy if another man is enjoying the seat.

It's surprising what record crops the different sections of our fertile land may claim this year. That of cotton, will be unsurpassable; that of wheat, phenomenal; but for the silken tassel—the top notch of production, the whole country, beyond dispute, will "acknowledge the corn."

It is a matter of noteworthy significance that the exports of bicycles from the United States during the past two years, exceeded in value the total export of all kinds of agricultural implements; in fact, with the exception of iron and steel goods, bicycles head the list of manufactured articles.

Some men are incapable of small results; they do the most unexpected things in a large way, and our wonder is excited by the results. Such a man cannot even stop a cable car without apparently bursting a blood vessel or getting a clot of blood on the brain and exhibiting symptoms of heart failure.

The publishers of the *Cycle Age* have commenced issuing a publication devoted to the automobile under the name of the *Motor Age*. It is intended to fill that field acceptably, backed up by the necessary talent. It will be well illustrated, first class in every way, and be about half the present size of the *Cycle Age*.

The great fear possessed by most of the foreign countries to which we export our products, is that with the success we are achieving, the necessity will be forced upon them of becoming just such commercial hustlers as we are. There would then be no time for anything except work, and that contingency is far from being a welcome one.

The Sixth Annual Sportsmen's Show, given under the auspices of the National Sportsmen's Association, will open at Madison Square Garden, New York City, March 1, 1900, and continue for seventeen days. A number of new features and unique attractions are already being arranged and will be submitted to the public at an early date. The coming Sportsmen's Show will undoubtedly be the best that has yet been brought together, and will cover every branch of sport.

There was a time when Japan sent a tremor through the bicycle industry by an announcement that a bicycle of theirs at $12 would supplant our $100 variety. This was premature; we can get there ourselves to-day. We now intend getting square with the Orientals by making in Reading, Pa., Jinrickshas, in an old bicycle factory, which finds it a more profitable output than Wheels. They are made with wood bodies and with wheels constructed from steel tubing. The manufacturers expect to find a large sale for this odd vehicle, in other countries than Japan, having their eyes on South Africa, China and the Philippines.

William W. Supplee, recently returned from abroad, in the course of a very complimentary letter to HARDWARE relates the following: "During my visit to England an incident occurred while I was in Sheffield which may interest you. While on my way to call upon a firm with whom we do considerable business, and seated in a hansom nearing the establishment, I noticed a young man looking at me intently, and then he at once turned on his heel and returned in the direction from which he came, and I found he was at the gate at which I was to enter. He proved to be a son of the senior member of the firm, and soon after my arrival was introduced to me, when he stated he had recognized me sitting in the hansom from a picture which was published in your anniversary number of HARDWARE of April 10—all going to show how small the world is and how your journal reaches and is read by those on distant shores."

Andrew Corbin, of P. & F. Corbin, visited the Hardware Club recently, and while sitting at a table with Mr. Bishop enjoying a five-course luncheon, an old friend of his, a former "traveler," and whom he hadn't seen for fifteen years, made himself known to him. Mr. Corbin, recognizing him in a flash, wrestled with some twenty year old reminiscences and propounded the query: "Vat you peddles?" It was at least twenty years since he heard that story, and yet it was not relegated to the limbo of forgetfulness. It originated in this way: A well-known commercial traveler, struggling with a grip in each hand,—by no means a light burden,—had mounted the hill to Sing Sing village, and when arriving just east of Barlow & Sons' Hardware store, met a Jew peddler with a square black box adorning his breast on the way to the depot. Fancying the drummer with his grip was one of his perigrinating kith and kidney, a full beard adding to the illusion, the perapatetic vendor asked: "Vot you peddles?"

Catching the humor of his error the drummer replied solemnly "spectacles."

"Oh, ho!" said Isaac of York," you don't find some pizziness here, I vas all the day by dis place, ah ha; oh, ho!" How George Barlow's father laughed a few minutes later, when the circumstance was related to him. But what a memory Andrew Corbin has!

Digitized by Google

HARDWARE

VOL. XIX SEPTEMBER 25, 1899. NO. 12.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
E. N. ROOT, - - - - Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Constantly increasing activity prevails on every hand. Dealers, remembering the sluggish character of trade previous to this year, wonder where all the business comes from. The markets in every direction show increasing strength; with raw material scarce, from pig iron to the products finisned for the use of the manufacturer. Deliveries uncertain and infrequent cause an anxiety under the pressure for goods, which the winter stock demands in large volume, owing to the length of the season and the scope and variety of stocks necessary for its successful issue. The jobbers are working hard to get supplies daily demanded by their retail customers, and while felicitating themselves on having booked orders earlier thanusual in any past season, are finding how difficult it is to fill their shelves in the face of so many obstacles. The retailers, scenting the battle from afar off, are clamoring for an early delivery on goods usually relegated to a period later by a month or two. It may be possible that another month may see things in a more progressive condition, in which case, peace and harmony may walk beside the hurry and bustle of a business acknowledged on every hand as unprecedented. There is no visible reason why prices not already stiffened should not follow the trend of the more ambitious markets, which are already up-to-date or even a month ahead. The disposition noticed at the outset of this advancing movement, to accept orders at prices based on cost of material not yet purchased by the manufacturer, is no longer a factor in the channels of production. Over zealous salesmen, backed by willing agents, have filled many order books with good orders, so unproductive of profit, that the manufacturer has been forced to even up his earnings by filling later orders complete, while the earlier ones still have the goods "coming to them." This, while an undesirable state of affairs, is invariably the case when speculation governs the increased quantity required over previous demands.

One of the most encouraging features sustaining the manufacturers from any fear of a slump in the immediate future, is the fact that the export outlet is being established with each passing month on a firmer basis than ever before. Advanced quotations on leading lines handled for the export trade have usually in the past shut off this large and desirable outlet for our wares; but our producers have learned wisdom from past experience and by moderately advancing their rates to foreign buyers, have kept the trade in line and still control many markets abroad. This favorable condition of affairs will be maintained as long as the present prosperous state of trade governs the productive capacity of foreign makers, to the extent of keeping them from being active competitors for the business.

State fairs in many States have made a rushing condition of affairs in the cities thus favored. The streets are filled with buyers interested in such exhibitions, and incited to attend by low fares and the chance of purchasing their Fall stocks while inspecting the latest line of samples. The visiting farmers find time for purchasing,—or at least making arrangements to do so—the additional farm machinery which good crops at good figures is apt to encourage.

Sporting goods, guns, and ammunition and kindred lines, are in better demand as the season advances, and local stocks are in better shape than ever to form an incentive to purchase

All over the country, reports show an increased desire to build on the part of the people; demands for better houses, more enjoyable surroundings, and hoped-for comforts, keep the trade in builders' Hardware in an active state from Moosehead Lake to the Golden Gate; the many advances which this line of goods have known since December last, having had anything but a deterring influence; for when a tenant is waiting to occupy the house when completed, the cost of the Hardware does not prohibit its purchase.

This will be the first season when the dealer has but little fear of his stock being too large at inventory taking, the season promising to be a long one, with a purchasing power making itself manifest in every field of buying.

The Opening of the National Export Exposition.

The opening of the National Export Exposition in Philadelphia on the 14th inst. marks an epoch in our industrial development which should make an American proud of his country and her mechanical resources.

The extended markets comprised within our own boundaries, as great as they undoubtedly are, no longer limit the industrial ambition of our hustling countrymen. Notwithstanding each succeeding year found our population increasing in demands that have strained to the utmost the facilities for manufacturing in existence less than a decade ago, we have met the demand by increasing products that now seek other ports to which a reorganized merchant marine carries our cargoes.

Never in the history of our manufactures have we been so well equipped for augmented exports, so thoroughly organized in the use of every economic advantage, that other nations look to us for profitable imports, based on quotations for the products of our skilled labor unobtainable elsewhere. Our manufacturers are to-day fully alive to the manifest advantage of having the whole world furnish a market. Already does the name of industrial America demand recognition from nations who but a few short years back were our most formidable competitors for the trade of the world.

We have too long been looked upon as an agricultural country, the granary of the world; where shortages in the crops of international significance could be readily supplied, in exchange for manufactures, for

Digitized by Google

the distribution of which no fostering government enabled us to compete. Now all is changed; our exports of manufactures exceed in value those of agricultural products or any other commodity. Our National Export Exposition in Philadelphia, and its accompanying International Congress of Foreign Merchants which commences October 10th, will so enlighten the commercialists of the world as to our great and unsurpassable resources of a mechanical character that no large enterprise of the future, no controlling movement governing the distribution of mechanical wealth can again take place in any part of the universe without the United States being asked to compete, and the decision will be withheld until we are heard from.

We have never had so grand an opportunity to show the world what our perfect factories are able to produce. We have never known a time of such overpowering prosperity which forms the background to this great and world-conquering energy. We stand as the acknowledged industrial leader in this procession of the world's greatest economists. Foreign countries will bring their most intelligent minds to participate in the congress, and offer homage at the shrine of industrial activity which is to-day our greatest boast. The projectors of the Exposition intend by this alone to show other industrial countries that we are worthy of this world-won homage.

No time was ever so propitious as the present to convince the older manufacturing nations that we are in everything that pertains to mechanics and commercial progression, worthy of their industrial emulation; and that we are skilled artists in those branches of industry in which Great Britain and Germany have for centuries led the way and claimed pre-eminence. The manufacturers and merchants who have given this Exposition their co-operation with a hearty approval of its objects, have reason to rejoice in this triumph of American progress in the commercial and mechanical arts that now dominate the world.

New York's Advantages For Young Men.

A very large number of young men are handicapped in business and social life by deficient education. For these there are excellent opportunities presented in the evening classes of the Young Men's Christian Association. Here they may get an education at the same time they are earning a living.

At the West Side Branch, No. 318 West Fifty-Seventh Street, New York, there are elementary and advanced commercial courses, and language and scientific subjects so arranged that a young man can take one or more studies at a time and devote to study as many or as few evenings as he desires. The opening exercises of these classes will be held at 8 P. M., Monday, October 2d., when Mr. J. Armour Galloway will sing, and Dr. M. Woolsey Stryker, president of Hamilton College, will make the address of the evening.

In addition to the classes there are reading and current topic clubs, literary society, a library of over 42,000 volumes and many other attractions for which a fee of five dollars per year is charged. A forty-page illustrated prospectus will be sent free to anyone addressing the secretary at No. 318 West Fifty-Seventh Street.

American Exhibits in China.

The National Manufacturers' Association has purchased in Shanghai, China, a building containing 40,000 square feet of floor room, and as soon as practicable a permanent exhibition will be established there. One hundred firms have asked for space, and all except two have signed contracts.

Among the big firms to be represented are the Carnegie Steel Company, the Baldwin Locomotive Works of Philadelphia and the Phœnix Bridge Company. Exhibits from the National Export Exhibition, which has opened in Philadelphia, will be sent to China after the close of the exhibition.

The Shanghai exhibition will be the beginning of a competition with England and Germany by this country for the China trade. It will be conducted on the plan of the commercial museums of Philadelphia.

Death of Oakes A Ames.

Oakes Angier Ames, president of the corporation of Oliver Ames & Sons, North Easton, Mass, died at that place September 19th from heart failure.

Oakes Angier Ames was the eldest son of Oliver Ames, who built the Pacific Railroad. He was born in North Easton, Mass., on April 15, 1829, and at his death was the president of the corporation of Oliver Ames & Sons, whose extensive shovel manufactory was established in a modest way early in the century.

Mr. Ames was educated in neighboring academies, and, in accordance with family tradition, entered the shovel works at the age of eighteen, and by actual practice learned the art of making shovels and other farming tools. In 1863 he became a partner, and in 1877 the president of the corporation. He was always devoted to local interests. In 1868 the firm built an expensive schoolhouse and gave it to the town. The Oakes Memorial Hall, in which the town library is housed, was built by Mr. Ames and his brother at the cost of $60,000, and given to the town in 1881. He never accepted a public office, though many were offered him. He was president of the North Easton Savings Bank, vice-president of the Easton National Bank; a director of the Lincoln National Bank of Boston and the Kingsley Iron Machine Co., and a trustee of the Taunton Lunatic Hospital.

His family consists of two sons, Hobart and Winthrop, and two daughters, Mrs. Richard H. Harte of Philadelphia, and Miss Katherine Ames.

New Members of the Hardware Club.

At a recent meeting of the board of governors of the Hardware Club, of New York, the following gentlemen were unanimously elected to membership in the Club:

Albert Frank, No. 71 Broadway.
Joshua A. Hatfield, No. 100 Broadway.
A. W. Stanley, No. 120 Liberty Street.
Warren C. Brundage, No 143 Chambers Street.
William W. Borman, No. 120 Liberty Street.
Charles H. Jones, No. 150 Nassau Street.
Louis A. Tranberg, No. 85 Cliff Street.
George E. Chatillon, No. 85 Cliff Street.
Adrian M. Knox, Tribune Building.
Walter H. Merrall, No. 130 Chambers Street.
Charles F. Brooker, Ansonia, Conn.

It is said that automobile vehicles are to be used by the Pittsburg Express Co. in connection with its trolley express cars. This company will do business on all the traction lines in the vicinity of Pittsburg. It expects to operate eleven baggage cars and a large number of automobile delivery wagons. The baggage cars will have six-foot sliding doors on either side. The baggage can be taken up at any point along the line.—*Scientific American.*

The sword of a naval officer is one of the most peaceful and useless tools on board of a ship. Orders cannot be given with it and it cannot reach the enemy that is being shelled.—*Exchange.*

Digitized by Google

Export Notes.

Cooper & McKee, of Brooklyn, will ship at once a large number of refrigerators to Havana.

The Whitman & Barnes Mfg. Co , of Akron, O., will ship a big lot of its specialties to Hamburg.

The Enterprise Mfg. Co., of Philadelphia, are about to consign some 200 cases of meat choppers to Paris.

The American Tool Works, of Cincinnati, recently exported six cases of machine tools to St. Petersburg.

The Sprague Electric Co., of this city, will shortly forward several cases of electrical machinery to London.

The Iron Clad Mfg. Co., of this city, is about to export its specialties to Alexandre Katanakis, of Smyrna, Turkey.

The American Tool Works, of Cincinnati, O., intend exporting several cases of machine tools to De Fries & Co., of Berlin.

The Iowa Farming Tool Co., of Fort Madison, Iowa, are shipping quantities of forks, hoes, rakes, etc., and the like to Honolulu.

The Oster Mfg. Co., of Cleveland, O., have recently exported forty-five cases containing adjustable die stocks to St. Petersburg.

F. E. Myers & Bro., of Ashland, O., are shipping pumps to Odessa. The orders are secured through the William C. Barker Co., of this city.

The National Cash Register Co., of Dayton, reports heavily increasing shipments of cash registers to European countries, especially to Germany.

The Ohio Machine Tool Co., of Kenton, O., have recently shipped several cases of tools to German ports. The order was placed through Markt & Co., Limited, of this city.

International Commercial Congress.

That the International Commercial Congress, which is to assemble in the auditorium of the National Export Exposition on October 10th, will be the greatest industrial congress ever held in the history of the world, is now beyond all doubt. It will be an important and spectacular event, and is believed will mark an epoch in the history of international trade.

More than forty of the prominent governments of the earth have named official envoys, and in addition there will be delegates from more than two hundred chambers of commerce and other trade bodies in all countries. It is expected that President McKinley will make the opening address, and that he will be followed by General Diaz, the President of Mexico.

The ceremonies of the opening are destined to be of a most beautiful and impressive character. Besides the notables from nearly every nation who will attend, the entire diplomatic corps at Washington are to be present in the full official regalia of their exalted positions. The governors of many States, members of the cabinet, congressmen, mayors of cities, and hundreds of other prominent personages are expected to be present.

The Light in a Bottle.

An old farmer who had been to New York, was describing to his friends the splendor of the hotel he stayed at. Everything was perfect," said he, "with the exception of one thing—they kept the light burning all night in my bedroom—a thing I ain't used to." "Well," said one of them, "why didn't you blow it out?" "Blow it out," said he farmer, "how could I? The blamed thing was inside bottle.—*Exchange.*

Our Rapid Industrial Advancement.

The rapid growth in exports of manufactures of iron and steel, and the simultaneous decrease in the importation of manufactures of iron and steel seem to have been coincidental with a similar growth in the production of pig iron in the United States. A statement just prepared by the Treasury Bureau of Statistics, places in parallel columns the figures showing the growth in the production of pig iron in the United States from 1880 to 1898 and the imports and exports of manufactures of iron and steel in the corresponding years. This shows that the production of pig iron in the United States has grown from 3,835,191 tons in 1880 to 11,773,934 tons in 1898, and Mr. J. Stephens Jeans, secretary of the British Iron Trade Association, estimates the pig iron production in 1899 at 14,000,000 tons. Meantime the export of manufactures of iron and steel has grown from $14,716,524 in the fiscal year 1880 to $93,715,951 in the fiscal year 1899, while the importation of manufactures of iron and steel has fallen from $71,266,699 in 1880 to $12,098,239 in 1899.

The table is as follows:

Year ending June 30—	Production of pig iron. Tons.	Iron and steel Imports. Dollars.	Domestic Exports. Dollars.
1880	3,835,191	71,266,699	14,716,524
1881	4,144 254	60,604,477	16,608,767
1882	4,623,323	67,976,897	20,748,806
1883	4,595,511	58 495,246	22,826,528
1884	4 097,869	40,147,053	21,909,881
1885	4,041,526	33,610,093	16,592,155
1886	5,683,329	37,534,078	15,745,569
1887	6,417,148	49.203,164	15,958,502
1888	6,489,738	48,992 757	17 763,034
1889	7,603,642	42 377,793	21,156,077
1890	9.202.703	41,679,501	25,542,208
1891	8,279,870	53,544,372	28,909,614
1892	9,157,000	28 928,103	28,800,930
1893	7,124,502	34,937,974	30,106,482
1894	6,657,388	20 925,769	29,220,264
1895	9,446,308	23,048 515	32.000,080
1896	8,623.127	25.338,103	41,160,877
1897	9,652,680	16,094,557	57,497,872
1898	11,773,934	12,626,431	70,406,885
1899	*14,000 000	12,098,239	93,715,951

*Estimated.

That the growth in the production of pig iron and in iron and steel manufactures generally, is likely to continue for the present seems to be the consensus of opinion both in the United States and elsewhere. The *Railway and Engineering Review* discussing the phenomenal increase in iron manufacturing in the United States, which shows an increase of thirty-three per cent. in the exportation of iron and steel during the past year, says that "the expansion of the iron and steel-making capacity and projection of new mills and furnaces announced in the trade journals generally, shows that the year 1900 will be one of phenomenal activity and expansion. There are no evidences that the demand is being overtaken by the supply. The fact is known that every furnace and mill owner has a bunch of promises to keep which will take months to fill." Secretary Jeans of the *British Iron Trade Journal* is also quoted as expressing the belief that the United States will in 1899 produce 14,000,000 tons of pig iron, as against 11,774,000 tons last year, and that she will produce nearly two-fifths of the pig iron of the world.

The following is Mr. Jeans' estimate of the pig iron production of the principal iron-making countries of the world for 1899, compared with 1898. It will be seen by this that the United States is now the largest producer of pig iron in the world, being about forty per cent. in excess of the United Kingdom:

Country.	1898 Tons.	1899 Tons.
United States	11,774,000	14,000,000
Germany	7,215,000	8,250,000
United Kingdom	8,700,000	9,500,000
France	2,534,000	2,700,000
Belgium	979,000	1,200,000
Sweden	520,000	550,000
Austria	888,000	950,000
Total	32,610,000	37,150,000

"I'm so dry, my teeth are on an edge," remarked the buzz-saw. "Well," chuckled the mechanic, "why don't yon take something off-hand?" "Don't care if I do," returned the buzz-saw, and then it took "three fingers."

Digitized by Google

HARDWARE TOPICS BY THE WAY.

By selling Parry wheels we parry all competition, is a late ad. bloom.

What of the rubber-tired roller skate! Will it assume the proportions of a national indoor sport this winter?

Handle any article which is a time-saver and money-maker. But be sure the claims are not fraudulent.

Reel up your fish line, and reel off your clothes line, is the autumnal warning to the useful husband, by the Burr-Fesler Co.

If prices advance, advance with them. Rather make the consumer pay for it rather than take it out of the earnings of the producers.

A German catalogue acknowledges that America produces the easiest, and yet the most practicable and durable wheelbarrows in the world.

A novel stove pattern came to my notice. It's in the form of a bust armor. That's bric a-brac and cast iron antiquity with modern usefulness!

Joseph Dixon came into the Hardware world, veni, vidi, dixi. A commercial Cæsar of his making will not fall an easy victim to a commercial whale.

The guerilla burglar and hold-up warfare now waging in Uncle Sam's domain, will probably distract the public's attention from the Philippines. Replenish your shooting stock.

A picturesque negro parades the streets of a Western town, with a huge razor in his hand and a strop tied to his cartridge belt. The belt bears the legend: "Shall I strap you?" And the negro looks it.

They now say aluminum will soon compete with the galvanized iron hoop and the hoop in general. Let the Germans evolve their artificial coal; we can beat them with aluminum if we only keep at it.

The carpet sweeper is gradually superseding the lawn mower and sprinkler. Too bad we have no automatic carpet sweeper! Our autocratic servants might then condescend to leave us without French leave.

Smokeless powder won't do any good in the Philippines as long as the Filipinos are out of range. And thus the artful dodger section of the Hispano-American war "clowns" the finale of the 19th century.

The motto, Tower of strength and Lyon of tenacity, has built up the great enterprise of Tower & Lyon, of New York. "Whosoever knows himself, and may fathom the destiny of his title aright, shall become a king among men."

Another dealer of material ideas has placed mechanical apple and fruit parers in his window, "which operate free of charge for all who will look or apply." Considering the magnitude of the fruit canning industry, this exhibit is certainly timely.

A specialist of enameled ware has "rigged up" a kitchen in his store, stocked with the product of the enameled tin, copper and metal ware industry up to date. You may imagine it's modern all round. And it draws housewives as sweets draw flies.

A specialist of Babbitt metals gives exhibitions of the stereolino-electrotype art in his window. His catalogue and printing matter are thus prepared by an expert. The public are interested in these evolutions and the man of ideas is benefiting by it.

New firm, new life, is but a quasi-American axiom. If it were old firm, new life, or better, new life, new firm, the malcontents would be fewer, and there would be fewer trusts and combinations; for, trust means essentially a combination of the shattered fortunes of decrepit individualism.

We are inseparably glued to four of the leading distributing markets in the country. We sandpapered our way in easy stages until we got there, and once there we flint-papered, garnetpapered, and emerypapered until we stayed there. Since there, we feel ourselves safe in our hair felting lining. This is the way Baeder, Adamson & Co. put it.

It's envious shylockism that makes the trouble now. The selfish greed of a few self-chosen rich who would rather swallow up all the earth than have their "inferiors" come forth in a new suit of clothes, is putting this calamitous phase upon our revitalized being. Spit out the scorners and go about your business. While you sow and harvest, they will die of dry rot.

Cleveland, by exhibiting such idiotic sentiments will only succeed in compassing her future. The country at large has already "got its fill" of the railway strike, hell and brimstone campaign. The best thing Cleveland can do is to think twice, and then "sleep over it," before she speaks. *Si tacuisses, philosophus mansisses*, is as true to-day as when Rome was life.

The modern line of household and kitchen utensils, is certainly not responsible for marriage being a failure. Such luxurious outfits, at poor man's prices, no European housewife enjoys. But it seems the more we aid woman in her household task, the more extortionate become her demands. "Effeminacy and degeneracy are bedfellows. Luxurious surroundings spoil the woman for the home." The Roman philosopher who spoke these words is a prophet to-day.

The Paris exposition in 1900 will be the collective testimonial of natural and artificial achievements during twenty centuries of life. Who is the child or fool to belittle such enterprise! Is the world to do penance in sackcloth and ashes simply because a lot of military degenerates have brought mother France to her knees! If General Miles and a number of confidants should be discovered in compromising situations with England or other military powers, would you blame the American people for it?

Drought and frost are the cries now. The American farmer, limited, is never satisfied. He would kick were his apple trees to bear golden nuggets. Yet, all these fake reports will avail nothing against the advance and full rehabilitation of prosperity. The farmer must simply be convinced against his will. Our missionaries, the commercial travelers, and advertisements, will have a comparatively easy task to open the eyes of the doubting Thomases to the opportunities sown broadcast by the bountiful harvest queen.

Digitized by Google

Door mats are at a discount. A Frenchman habilitated at Cleveland now uses the French flag as a door mat, and advises everyone to do likewise. He also calls all Frenchmen poltroons. The hysterical microbe exploded by this blatherskite has caused great havoc for Americans. This man is not only a traitor to his native country, but he has belittled America in the eyes of the sane world. A lamppost funeral would be his proper measure of justice whenever he sets his traitorous foot upon the innocent but blasphemed soil of France, the fountain spring of his own being.

Too busy to pay any but fleeting attention to the Chicago trust conference, is the slogan of our merchants and manufacturers, who have formed a trust of their perseverance and industrial acumen. Collectiveness of one's own resources based on individual pride is not a dead issue. No amount of argument will kill the trust of imperialistic parentage. Natural conditions only can evolve its downfall. The babel of advice and reproof now loading, now discharging its cannon mouth at Chicago, is only love and labor lost. The American corporate trust, founded upon the debris of demoralized individualism, internecine strife, cutthroatism, and last, but not least, laboricratic tyranny and resultant capitalistic retaliation will stand until labor, the foster father of these industrial, commercial, and financial empires within a republic, has come to equitable terms with capital—its own product and traitorous child. Deductively, the parent is as much to blame as the child, and probably more. The sins of the parents shall be visited upon their children, and in the present-day monopoly we have examples by the wholesale. Ergo, the trust is manifestly the outgrowth of the unnatural conditions thus fostered in contradistinction of the creative, or natural, conditions which decreed every American to be monarch of all he surveyed.

The hysterical demonstrations against the French republic anent the Dreyfus fiasco, by Americans are a lamentable commentary upon the morbid sentimentality of the era. We simply throw Monroe doctrine and constitutional injunctions to the wind, in order to give vent to our artificial passions and please a minority of hyperprejudicial people. State and religion are fundamentally dissolved in America. We must not recognize the Jew on account of his faith when democratic principles of international purport come to be considered. We are all Jews; the Bible teaches us so, but we are not all Christians. Therefore, the testamental Jew has lost his national individuality in the brotherhood of the nations peopling the earth. We must not prejudge nor ventilate our sympathies to the extent of becoming offensive. Let France work out her own destiny. We cannot stop the decrees of fate that destroyed the Roman and Grecian empires; neither can we prohibit fate from resurrecting those empires; for history to repeat itself has always been the policy of providence within the historic ken of man. America can only then become great and stable when she has learned to mind her own business. We are now passing through the primal evolutions of earthly achievements based upon the memories and precepts of the old world. Ours is the land of final redemption. Why then, should we attempt to reckon without our host? JOHN B. RINDFLEISCH.

Cleveland, O., Sept., 1899.

New England Hardware Dealers' Association.

The first of the Fall meetings of the above association was held at the United States Hotel, Boston, on the evening of September 13th. The gathering was largely attended, and the all-pervading spirit of good business and fair profits sheds a bright light on the faces surrounding the banquet board; pessimism and despondency certainly had no place there.

Dinner was served at 5.15 P. M., after the usual reception in the hotel parlors. Grace was said by Myron W. Tarbox, of the Boston & Lockport Block Co., and a pleasant hour and a half was spent discussing good food and good business. After coffee, President Parlin called the meeting to order, and in welcoming the members after the summer interval, alluded briefly to the improved conditions of trade prevailing since their last meeting. G. E. Russell, president of the Springfield Hardware Social Club, and H. L. Russell, secretary of the same, had been expected to address the meeting, but were compelled to write excusing themselves at the last moment, owing to a meeting of their own association; they however announced their intention of being present at some meeting in the near future, and asked that the Springfield Club be admitted as members of the New England Hardware Dealers Association.

The president also announced that the October meeting would be addressed by Prof. Cohoe, of Harvard University, on the Chemical Properties of Iron and Steel. The questions for discussion at present meeting were: "Price Books" and "Price Cards."

After the reading and approval of the minutes, a vote of thanks was passed to Chas. Clark Adams for his address at the last meeting.

Ex-president Loomis, of Providence, suggested that those members who had tried to form local associations in their own towns, be asked to report progress. Personally he found that the Providence association were forced to contend with more or less competition from the lumber dealers, who of course get the first chance at the carpenters and builders.

Mr. Tookey, of Chelsea, stated that an association had been formed in that city, and had resulted in getting much better prices; he found that they were well able to meet department store competition, and said he made a practice of cutting out the weekly advertisements of this class and keeping them for reference as to prices.

Mr. Barber, of Chandler & Barber, said a meeting had been held some time since to discuss the advisability of forming a local Boston association, but that no progress had been made.

Mr. Hunter, of the J. B. Hunter Co., said he was positive that such an association could be formed, and would prove very beneficial; he considered the present time most opportune for such action, as the market was very strong. Referring to the custom of retailers calling on manufacturers to figure on large contracts, he discouraged the idea, as he considered that the retailer who was incompetent to do this work did not deserve the business.

A. H. Decatur, of Baldwin, Robbins & Co., was next introduced, and spoke at some length on the importance of a good system of pricing and marking goods; he illustrated his ideas with samples of price books used by his firm, and explained the system which they had found most advantageous. Mr. Decatur has proved himself a many sided man in the Hardware business, having filled every responsible position from traveling salesman to business manager, and his varied experience well qualified him to speak on this subject. He pointed out the importance of a thorough system in bookkeeping, and quoted as an example one instance personally known to him, of a Hardwareman's success, which was due almost entirely to the fact that when the day's work was over, this man knew absolutely the amount of his sales, and his profits. His remarks were listened to with great attention, and at the close of the meeting the members exhibited an absorbing interest in the various styles of price books submitted for their inspection.

The business of the evening was enlivened very much by the musical program furnished by Messrs. Von Buskirk and Mansfield.

Digitized by Google

OPENING OF THE NATIONAL EXPORT EXPOSITION.

The opening of the National Export Exposition in Philadelphia on Thursday, September 14th, under the auspices of the Philadelphia Museum and the Franklin Institute, proved to be a notable and inspiring occasion. It is the first National Exposition of the manufacturers of the United States for the advancement of American manufacture and the extension of export trade.

The opening exercises were held in the magnificent auditorium which forms a part of the main building of the Exposition. This auditorium has a seating capacity of nearly 6000, but it was all too small for the accommodation of the enormous crowds which gathered to witness the opening ceremonies.

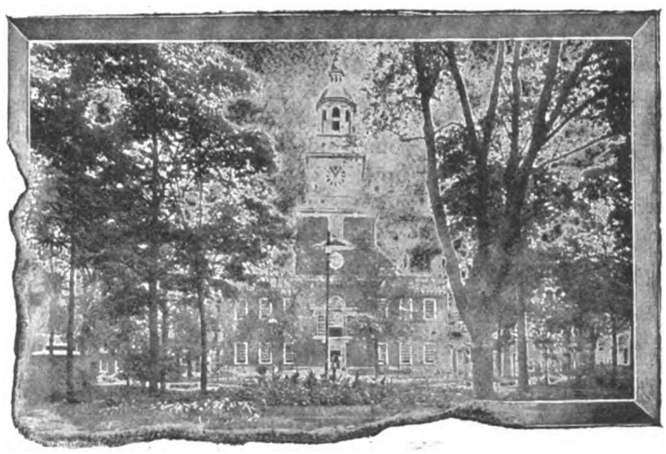


GROUP OVER MAIN ENTRANCE OF MAIN BUILDING, NATIONAL EXPORT EXPOSITION.

The main entrance of the building on South Street, leads to the main building of the Exposition through a wide and beautiful esplanade, with many green swards and a profusion of evergreen decoration on the landscape. The crowd passed through this grand avenue of approach, which is lined on either side by a succession of striking buildings of peculiar and fantastic architecture, in which the lighter amusements of the Exposition, the diversions, so to speak, of the show, are to be seen and enjoyed. These structures comprise a group of buildings in which are gathered the inhabitants of a Chinese village of 500 persons. Near this is to be seen an Oriental theatre, coffee house and smoking room, in front of which one will see the curious dancers and performers of the theatre gazing at the passing throngs, no doubt as funny a sight to them as they to the first day visitor to the Exposition. The busy preparations for the camps for the holding of Navajo and Moqui tribes of Mexican Indians were also visible from the esplanade, affording an interesting picture of aboriginal life.

The United States Marine Band of seventy-two pieces, in the full glory of their gorgeous gold and red, had the honor to do the first thing in connection with the opening of the Exposition. As leader Santelman appeared, stick in hand, he was received with vociferous applause, which was almost immediately drowned by the opening strains of the "Jubel Overture." The Marine Band's overture was followed by prayer, and then Professor Rosewig's mighty chorus of 600 trained singers burst into the patriotic melody of "America," in which the audience with difficulty refrained from joining. In the absence of President P. A. B. Widener, who is detained in the North, the first vice-president, Mr. W. W. Foulkrod, opened the Exposition in an address explaining its scope and referring to the expected importance of its results. He then formally, on behalf of the Exposition management, turned the enterprise over to the Governor of the State of Pennsylvania.

Vice-President Foulkrod's address was followed by a selection from the "Creation," "The Heavens are Telling," by Professor Rosewig's singers, which was followed by an address by Director-General W. P. Wilson, who gave an interesting account of the enterprise, its conception, its plans, its purposes and its possibilities, showing the immense advantages of such an exhibit to American trade and American exports, and explaining with much interesting detail what was expected to be accomplished and how it was to be done. Upon the conclusion of the Director-General's remarks, the Governor was introduced. He referred to the timeliness of such an exhibition, at a period when the American ideas of liberty and humanity, as well as of trade and commercial reciprocity were being carried into every clime and at a period when the American Government was holding sovereign sway in lands scattered all over the world. Although he was here to represent the Commonwealth and give its heartiest endorsement to the Exposition, the fact was dwelt upon that this



INDFPENDENCE HALL.

is not a sectional enterprise, not an exhibition of the city and for the city, or for the State merely, not of the North or of the South, nor of the East or the West of the country, but it represents in a peculiar way, the material trade and commercial interests of the whole country.

More music preceded the address by the Mayor of Philadelphia, Mr. Ashbridge, to whom the Governor transmitted the custody of the exposition, on behalf of the State and the management of the enterprise. The Mayor's speech was appropriately followed by a chorus, "Unfold Ye Portals," at the conclusion of which the orator of the occasion, Hon. W. P. Hepburn, chairman of the Commit-

Digitized by Google

tee of the Inter-State Commerce of the House of Representatives, was introduced. His address was a masterly presentation from the standpoint of a statesman who has had the opportunity and possesses the ability to intelligently study the subject of the influence of American commerce and American manufactures and the growth of American methods upon the current history of the world.

Archbishop Ryan, at the conclusion of a number by the United States Marine Band and the reception of a telegram from President McKinley, declaring the participation of the United States in the Exposition, dismissed the audience with a benediction. Simultaneously the machinery was set in motion by the President of the United States touching an electric button in the White House. The great throng assisted by the United States Marine Band, Professor Rosewig and the Grand organ, joined in the "Star Spangled Banner," after which the buildings and exhibits were inspected by the guests and by the crowds that participated in the opening exercises.

To convey a proper idea of the comprehensiveness of American manufactured goods, we present herewith a partial list of names of those in the various branches of the Hardware business and analogous lines, who have been allowed space in their respective classes.

HARDWARE, EDGE TOOLS, CUTLERY, ETC.

North Bros. Mfg. Co., Philadelphia, Pa., Mechanics' Tools and Household Hardware.

Joseph Dixon Crucible Co., Jersey City, N. J., Crucibles, Pencils, etc.

Reading Hardware Co., Reading, Pa., Builders' Hardware.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y., Lawn Mowers.

National Enameling & Stamping Co., New York, Tinned and Enameled Ware.

Van Wagoner & Williams Hardware Co., New York, hinges, Vises and Anvils.

Verona Tool Works, Pittsburg, Pa., Track, Mining and Lumber Tools.

Bullis Ball Gear Co., Rochester, N. Y., Ball Gears, Bicycles, Etc.

The Griswold Mfg. Co., Erie, Pa., Aluminum Ware.

Rochester Stamping Works, Rochester, N. Y., Nickel-Plated House Furnishing Goods.

Eagle Lock Co., Terryville, Conn., Locks and Hardware.

Landers, Frary & Clark, New Britain, Conn., Office Space.

Bevin Bros. Mfg. Co., East Hampton, Conn., Bells.

The Hasker & Mareuse Mfg. Co., Richmond, Va., Tin Boxes, Tags, etc.

Bommer Bros., No. 257-271 Classon Avenue, Brooklyn, N. Y., Spring Hinges.

Ruffner & Son, No. 3125 Bowman Street, Philadelphia, Pa., Machinery, Hardware, etc.

Frazer & Jones Co., Syracuse, N. Y., Juvenile Bicycles, Saddlery Hardware and Saddlery Leather Goods.

Covert Mfg. Co., West Troy, N. Y., Saddlery Hardware Specialties.

A. W. Straub & Co., Philadelphia, Pa., Grinding Mills.

The Ebel Co., Canton, Ohio, Saddlery Hardware.

Sheble & Klemm, Philadelphia, Pa., Hand, Farm and Garden Tools, Forks, Rakes, Hoes, etc.

Miller Lock Co., Philadelphia, Pa., Padlocks, Latch Locks, Keyless Locks, etc.

American Saw Co., Trenton, N. J., Saws, Wrenches and Forgings.

P. J. Conroy, Philadelphia, Pa., Locks, Hinges and Faucets, Refrigerator Fasteners, etc.

H. B. Underwood & Co., Philadelphia, Pa., Special Tools for Railway Repair Shops,

Coates Clipper Mfg. Co., Worcester, Mass., Clipping Machines.

Hall & Carpenter, Philadelphia, Pa., Fryers, Broilers, Egg Beaters and Specialties in Kitchen Utensils.

The Iowa Farming Tool Co., Fort Madison, Iowa, Forks, Hoes, Garden Rakes, etc.

Fisher & Norris, Trenton, N. J., Blacksmith and Machinist Tools.

Crescent Steel Co., Pittsburg, Pa., Tools and Articles made of Crescent Steel.

Heinisch's Sons Co., Newark, N. J., Shears, Scissors, Trimmers and Snips.

Wilkinson Shear Co., Reading Pa., Sheep, Grass, Horse, Hedge, Pruning, etc. Shears.

T. Rowland's Sons, Cheltenham, Pa., Shovels, Spades and Scoops.

Supplee Hardware Co., Philadelphia, Pa., Lawn Mowers.

John Pfeifer & Co., Ltd., Philadelphia, Pa., Spades, Shovels, Scoops.

Pullman Sash Balance Co., Rochester, N. Y., Hardware Specialties, etc.

McCaffrey File Co., Philadelphia, Pa., Files and Rasps.

J. E. Lonergan & Co., Philadelphia, Pa., Brass and Iron Finished Goods.

G. & H. Barnett Co., Philadelphia, Pa., Files.

Simonds Mfg. Co., Fitchburg, Mass., Saws and Machine Knives.

Job T. Pugh, Philadelphia, Pa., Auger Bits.

Enterprise Mfg. Co, Philadelphia, Pa., Meat Choppers, Sausage Stuffers, Coffee Mills, Raisin Seeders, Cherry Stoners, Sad Irons.

Knickerbocker Ice Co., Philadelphia, Pa., Nickel-Plated Ice Tools.

Russell & Erwin Mfg. Co., New York, N. Y., Builders' and Shelf Hardware and Tools.

John T. Bailey & Co., Philadelphia, Pa., Bags, Rope and Twine.

Thomas Devlin & Co., Philadelphia, Pa., Hardware—Awning, Ship, Saddlery, Carriage and Wagon; Malleable Castings, etc.

Star Lock Works, Philadelphia, Pa., Trunk Locks and Padlocks.

J. H. Sternbergh & Son, Reading, Pa., Bolts, Nuts, Rivets, Screws, Buckles, Washers, etc.

Samson Cordage Works, Boston, Mass., Cordage.

A. O. Norton, Boston, Mass., Lifting-Jacks for Railway Service.

Waterbury Tool Co., Waterbury, Conn., Tools for Railway and Ship-Builders' Shops, etc.

The American Wringer Co., New York, Clothes Wringers.

J. H. Williams & Co., Brooklyn, N. Y., Sample Boards of Standard and Special Forgings from Iron, Steel, Copper and Bronze; Engineers' Wrenches, Chain Pipe Wrenches and other Specialties.

Bryden Horseshoe Co., Catasauqua, Pa., Horseshoes and Horseshoe Nails.

Albert W. Meyer, New York, Compartment Cooler, etc.

The U. S. Bung Mfg. Co., Cincinnati, O., Bungs and Coopers' Tools.

P. & F. Corbin, New Britain, Conn., Hardware.

Edwards Sad Iron Co., Philadelphia, Self-Heating Gas Sad Irons.

Slatington-Bangor Slate Syndicate, Slatington, Pa., Various kinds of Slate.

American Bangor Slate Co., Bangor, Pa., Roofing Slate.

American Encaustic Tiling Co., Zanesville, O., Modern Tile Bath Room.

Wetherill & Co., Inc., Philadelphia, Pa., Paints and Kindred Lines.

The Thompson Wood Finishing Co., Philadelphia, Pa., Enamels, Wood Fillers, etc.

Harrison Bros. & Co., Inc., Philadelphia, Pa., Chemicals, Paints, Varnishes and White Leads.

The Bridgeport Wood Finishing Co., New Milford, Conn., Finished Hard Wood, Wood Filler, Paints, White Lead.

Digitized by Google

John Lucas & Co., Philadelphia, Pa., Dry Colors, Paints, Varnish, Glass.

A. & T. McKenna, Pittsburg, Pa., Brass Work.

W. F. Remppis & Co., Reading, Pa., Ornamental Iron Work.

American Tin Plate Co., Chicago, Ill., Tin Plate, Black Plate, etc.

The Snead & Co. Iron Works, Louisville, Ky., Book Stacks and Shelving for Libraries.

Merrit & Co., Philadelphia, Pa., Expanded Metal.

N. & G. Taylor Co., Philadelphia, Pa., American Tin Plate.

Hartman Mfg. Co., Ellwood City, Pa., Lawn, Cemetery and Farm Fence.

Merchant & Co., Inc., Philadelphia, Pa., Metal Tiles and Shingles, Star Ventilator, Copper Tubes.
Tin Plate, Babbitts Metal, Solder, etc.

Clinton Wire Cloth Co., Clinton, Mass., Wire Fencing, Wire Netting and Wire Cloth of all kinds; Wire Lath and Lyte Safety Stair Tread.

Utica Drop Forge & Tool Co., Utica, N. Y., Hardware, Nippers and Pliers, Nail Pullers, Tack Pullers, Wrenches, Specialties for Switchboard and Telephone Linemen and General Electric Work; Tile Cutters.

The R. M. Hollingshead Co., Camden, N. J., Specialties for the Harness, Hardware and Drug Trade; Liquid Polish.

Keystone Lock Works, Lancaster, Pa , Padlocks and Night Latches.

Old Dominion Iron & Nail Works Co., Richmond, Va., Nails, Horse Shoes, etc.

Stanley Rule & Level Co., New Britain, Conn., Carpenters' Tools.

Standard Mfg. Co., Pittsburg, Pa., Bathroom Equipment.

The Trenton Potteries Co., Trenton, N. J., Porcelain Bath Tubs and Closets, Bathroom Fixtures, Laundry Tubs, Drinking Fountains, etc.

Owen & Salter, Philadelphia, Pa., Bath Tub and Plumbers' Supplies.

He Was in Doubt.

An Australian lady cyclist who rides in rationals tells an amusing story at her own expense, says the *Wheel*, of England. A friend of hers, a well-known physician, employs a coachman, who, when about the house, assists the servants by attending the door. One day the doctor, on his return from his mid-day round, was informed that some one had called during his absence to see him, and when he went to the stables he said to his man, "They tell me, Patrick, that someone had called for me. Was it a lady or gentleman?" "Begorra, sir, you've got me!" was the reply. "The devil a one of me knows which it was! It talked a kind of tender like, and looked a sort of mild and quiet, but it wore as neat a pair of knee pants as ever a man could wish for."

♣

The Henri Nestle Company, manufacturers of Nestle's food, are establishing a large plant at Fulton, N. Y., for the production of their specialties in the United States. This firm has its headquarters in Vevay, Switzerland, and before establishing its plant in America, it has already constructed a similar plant in Sweden. The plant at Fulton, N. Y., will be fireproof, and of the most modern construction, using steel frame work for the floors and roofs, with brick side walls, the floors being constructed of concrete supported by steel beams. The Berlin Iron Bridge Company, of East Berlin, Conn., furnished and erected all the steel structural work connected with this building, under the supervision of Mr. H. J. White, consulting engineer for Henri Nestle.

♣

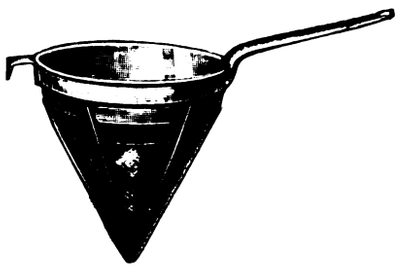
There are nearly 130,000,000 Mussulmen under the British flag.—*Exchange.*

National Hotel Ware.

The National Enameling & Stamping Co., No. 78 and 80 Beekman Street, New York, which is claimed to be the largest manufacturers in the world of enameled, tin, galvanized, brass and copper wares, has already in addition to its almost unlimited line, undertaken the manufacture of Heavy Hotel Ware, and is now making a complete line of these articles suitable for hotels and large restaurants.

This is a particular high-grade branch of the house-furnishing business which has heretofore been in the hands of a few manufacturers of special lines whose product this company believes leaves room for improvement in the superior quality required for hotel requirements. The National Enameling & Stamping Co. consequently propose to remedy this by furnishing an absolutely reliable and satisfactory line of these hotel wares, which will be offered the trade at a price entirely in accord with the market value of their more general line of enameled, tin and copper ware.

We present herewith the illustrations of several of the specialties referred to, with list prices on the same. They will undoubtedly make a valuable addition to their line of manufactures:



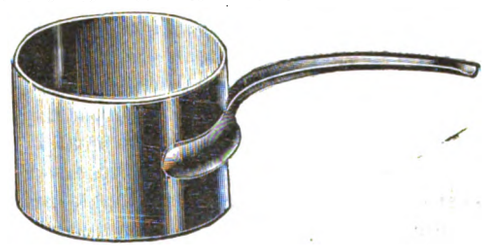


CHINESE STRAINER.—Extra Strong.

No.	60	70	75	80	90
Inches, Diameter	6	7	7½	8	9
Each	$4.00	$4.50	$5.25	$6.00	$7.00

SEAMLESS DEEP SAUCEPAN.

No.	235	240	245	248	250	255	265	275	285
Inches	5¼x4½	6x5⅛	7x5⅞	8⅜x6¼	9¾x6⅝	11¾x8	13¼x8⅞	14x9⅝	15x10½
Quarts	2	3	4½	6	8	13½	21	24	30
Each	$2 50	$3.00	$4.00	$5.00	$6.25	$7.75	$12.00	$15 00	$18.00



SEAMLESS DEEP SAUCE POT.—With Side Handle.

No.	635	640	645	648	650	655	665	675	685
Inches	5x4½	6x5⅛	7x5⅞	8⅜x6¼	9¾x6⅝	11¾x8	13¼x8⅞	14x9⅝	15x10½
Quarts	2	3	4½	6	8	13½	21	24	30
Each	$2 00	$2.25	$3.00	$3.75	$4 50	$5.50	$9 00	$12.00	$15.00



COVERED SEAMLESS SOUP STOCK POT. With Strainer and 1-inch Brass Faucet

No.	112	124	136
Gallons	3	6	9
Inches	10½x10¼	13x11¼	15x14
Each	$7.00	$10.00	$13.00

1 inch Brass Faucets, $1.50 each extra net.
Discounts quoted on application.

♣

Mr Wholesale—"Your former employer tells me you were the quickest bookkeeper in the place."

Applicant (dubiously)—He does?"

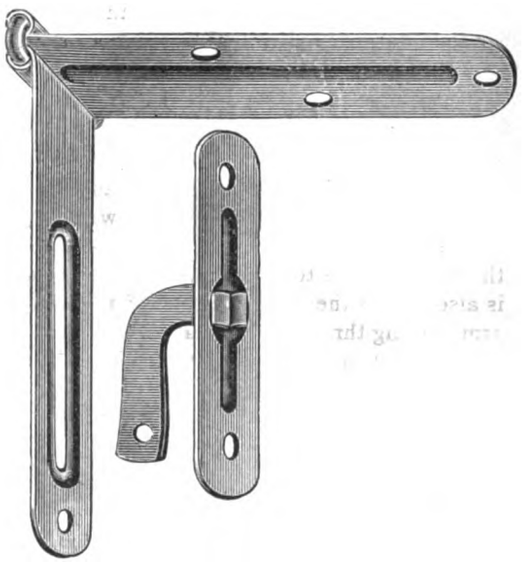
Mr. Wholesale—"Yes. He says you could chuck the books in the safe, lock up and get ready to go home in just one minute and ten seconds.—*Exchange.*

Digitized by Google

NEW GOODS AND SPECIALTIES.

Cary's Patent Hinge and Hasp.

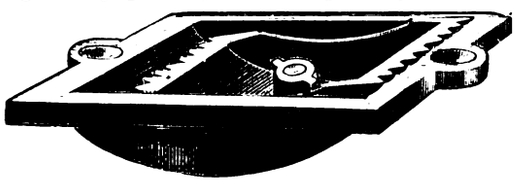
The Cary Mfg. Co., No. 19 Roosevelt Street, New York, among their numerous specialties, are placing upon the market a new hinge and hasp, designed especially for fruit crates, beer, milk, egg, cracker and other styles of boxes, which, in their construction, require a hinged cover. In



this patent loop-joint hinge one part of the loop is made rigid to one half of the hinge, thus making it exceedingly strong, very neat in appearance and an admirable hinge for the purposes mentioned. It has a patent fastening plate and catch, which go with the hasp, and are so carefully adjusted in their construction that the catch never gets loose from the plate, which, in some styles of hinges, is a disadvantage, which the best efforts of manufacturers have not always prevented. If so desired, the manufacturers can furnish the hasp and catch with a small hole through each, so that a wire can be inserted, and then sealed by the use of a lead seal. Although this new style of hinge and hasp was not introduced until quite late in the Spring, the manufacturers state that a large sale on the same among the crate manufacturers was inaugurated, and those who made proper trial of their increased utility have reported in the most favorable manner as to their suitability for the purposes for which they are designed. They are manufactured under patents applied for, both on the hinge and on the fastening catch, and are marketed at a reasonable price, which will be gladly furnished by the manufacturers on application.

The Crescent Bench Hook.

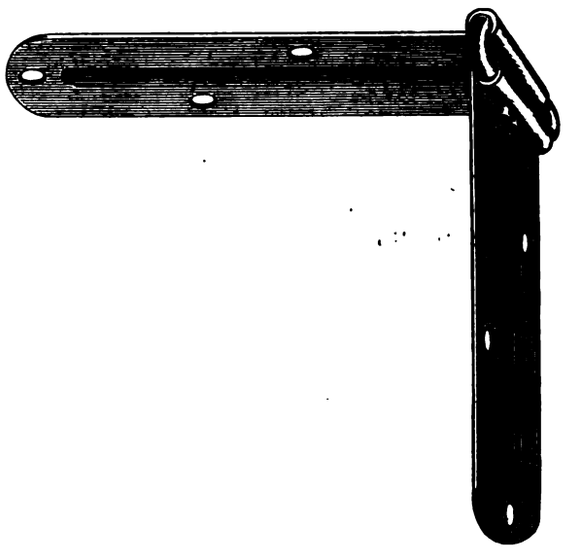
Reuben Ford, John Hancock Building, Boston, Mass., is renewing the popularity of his specialty, the Crescent



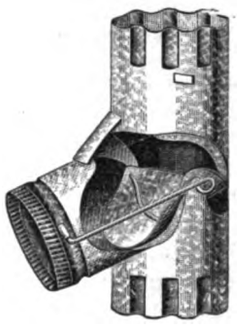
Bench Hook, which is conceded to be one of the handiest appliances of its kind for the use of carpenters, pattern makers and woodworkers generally now on the market. As will be seen in the illustration herewith, it is a simple, serviceable and well-constructed article. It can be readily kept sharp by the occasional use of a file, and if it becomes worn, impairing its utility, it can readily be reversed, renewing its advantages. They are nickeled, and packed one dozen in a box, properly labeled.

The Centennial Rain-Water Cut-Off.

The use of a rain-water cut-off on the conductor pipe has become quite general, for after the first water that comes



from a dusty roof in a shower has passed off, the adjustment of the cut-off turns the clean water into the cistern or tank. In the accompanying illustration is shown the Centennial Cut-Off made by Cooney & Geiger, Indianapo-



lis, Ind., adapted for use on corrugated conductor pipes, which they claim is the only single cut-off which can be used on pipe of this style and kind. It is suitable for use on either horizontal or vertical pipes, and is made to fit the 3, 4 and 5-inch sizes, of corrugated pipe.

The Eclipse Scraper.

Chandler & Farquhar, No. 36 Federal Street, Boston, Mass., are placing before the Hardware trade a very handy



little tool intended for the use of carpenters and woodworkers generally, in the shape of a handy and efficient scraper, which we illustrate herewith. It is a serviceable

Digitized by Google

tool, one that can be used in almost every place where one would have occasion to use such a special tool. It is claimed to be exceedingly effective on hardwood floors that are now so popular, as it is calculated to do more and better work, and prove much easier to do its work than many other scrapers on the market.

The Kruse Kross Klevis.

An adjustable plow clevis is being manufactured by the Kruse Kross Klevis Co., Higginsville, Mo., and distributed through the Hardware and implement trade. The accom-

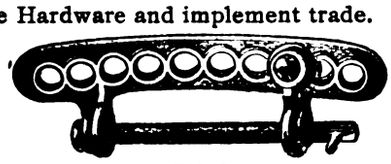


FIG. 1.

panying illustrations will convey a good idea of its usefulness by noticing the manner of its construction, Fig. 1, showing the Klevis complete, while in Fig. 2 the cut shows the several parts composing it. It is referred to as being made of the best quality of malleable iron, and its con-

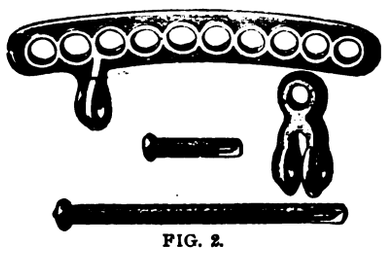


FIG. 2.

struction enables it to be fitted to any plow from 8 to 18 inches. Attention is called to the feature that it may be used to repair broken parts of the clevises made by others, and consequently parties handling the "Kruse Kross" need keep no other kind in stock.

Seavey's Mitre Box and Saw Guide.

Thomson Bros. & Co., Lowell, Mass., are manufacturing Seavey's Patent Mitre Box and Saw Guide, the valuable features of which are shown in the accompanying engravings. The device will do any work within the scope of the ordinary mitre box, and yet is so light and compact that it

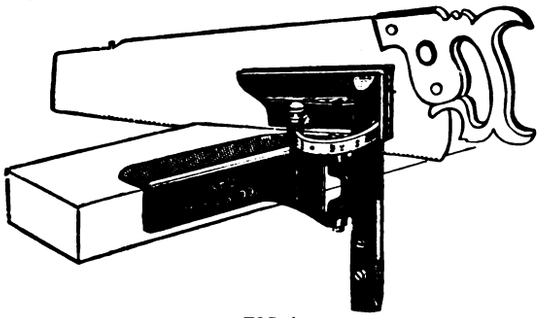


FIG. 1.

is considered equally as effective on bench, horse, building or stage. One important feature of the tool is noticed that in its use no special saw is required, any ordinary cross-cut saw will answer the purpose, while it may also

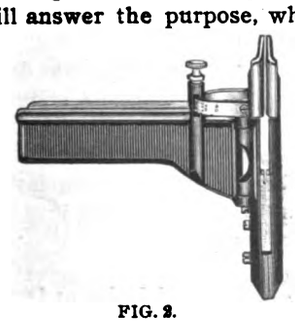


FIG. 2.

be used on material of any of the usual widths or thicknesses. This mitre-box can be applied to the stock to be sawed by placing it on the material and adjusting it in such a manner as will secure an exact cut at any predetermined angle. This useful implement is carefully made of iron and steel in one size only, is finished in japan and weighs two pounds. It is capable of being compactly folded so that it may be placed in a tool chest or traveling kit, and occupy but very little space, or, if necessary, it could be carried in one's pocket. All the parts are interchangeable. In the illustration given herewith, Fig. 1,

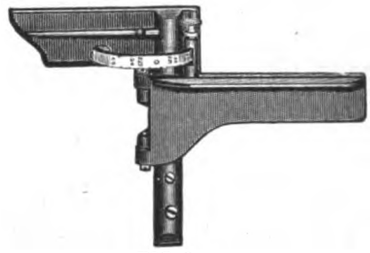


FIG. 3.

shows it in position on the wood to be sawed, and shows the method of adjusting the saw guide. Fig. 2 gives a front view, showing the space between the blades. It will be noticed that the standards are cut away so as to permit of the movement of the saw teeth in whatever way it may be in use, without interfering with any metallic part, there being a strip of wood inserted below, preventing all injury to the teeth. Fig. 3 is a back view, showing the inside of the box which is to be applied to the stock. In this view is also shown the arrangement of the notched segmental arm passing through a slot, and over a sharp angle, which engages the notch and insures easy and accurate adjustment.

Globe Banks.

The accompanying engraving Fig. 1, illustrates the Globe Bank, one of the specialties of the Grey Iron Casting Co., Mt. Joy, Pa., now being placed upon the market. The bank is



FIG. 1.—GLOBE BANK.

neatly made of cast iron throughout, and is constructed so it revolves. It is supplied in different colors, and to add to its attractive appearance the names of the continents and principal islands are well brought out in bronze. They are also introducing the Toy Range here shown—Fig. 2. This article also is made of cast iron, nicely nickel-plated,



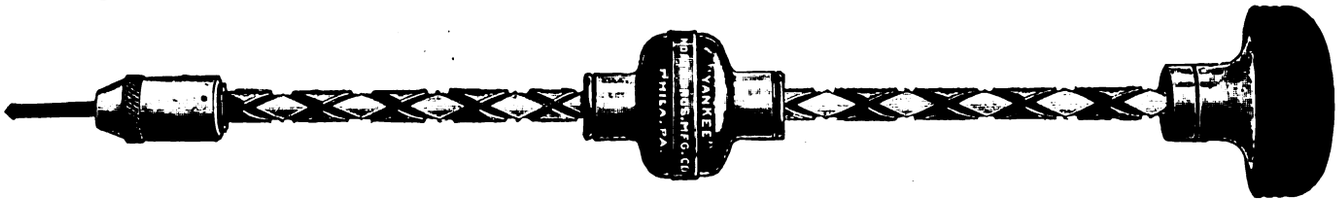
FIG. 2.—TOY RANGE.

with polished edges and neat ornamentation. It is 8¼ inches long, 4⅝ inches wide and 5 inches high. It is made quite complete, as each range is furnished with one length of pipe and with kitchen utensils. It comes packed one in a box, and three dozen in a case.

Digitized by Google

Yankee Reciprocating Drill No. 50.

The illustration herewith represents a reciprocating drill now being placed on the market by the North Bros. Mfg. Co., Philadelphia, Pa. The drill is designed for use in drilling steel, iron, brass and other metals, and will be



found equally as useful in all varieties of woods. Its mechanical construction is such that the drill runs continuously to the right, during the forward as well as backward movement of the driver, and consequently drills continuously. The pressure to feed the drill is obtained by pressure against the head of the tool, which is provided with ball-bearings which greatly reduce the usual friction. The improved chuck is referred to as being of new and special design, having three jaws, and is claimed to be very accurate and strong. No drill points are furnished with the tool in order that the operator may provide the necessary quality, style and size he finds best suited for the material to be drilled. The chuck is constructed to hold any drill with shanks 3-16 inch diameter or less. The movement or traverse of the driver is 8½ inches. The entire length of the tool without drill is 16 inches. Each tool is guaranteed by the makers, as the materials and workmanship throughout are claimed to be the best obtainable.

The Phenix Hanger and Fastener.

The Phenix Mfg. Co., Nos. 614-616 Hubbard Street, Milwaukee, Wis., are manufacturing a number of specialties under the name of Phenix, among which are the Phenix Window Screen and Awning, the Phenix Fastener, the Phenix Door and Window Screens and the Phenix Hanger for storm windows, and entire screens, illustrations of which we give in the course of this article. The one which we illustrate, Fig. 1, is called their No. 3, which is used for the hanging of storm sash and entire screens, and is fastened at the bottom of the sash. This fastener, Fig. 2, serves as a locking device only, drawing the sash up firmly to the window frame by the upright stiles. This fastener was originally brought out by the manufacturers to take the place of hooks and eyes, window plates, screws and the other various devices which were previously used to fasten storm sash and entire screens at the bottom from the inside, many of which then on the market were found not sufficiently perfect for the part they had to play. This

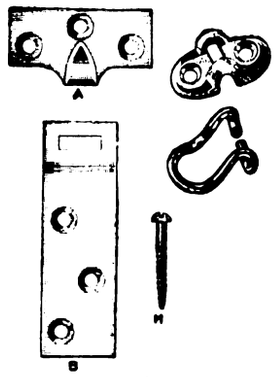


FIG. 1.

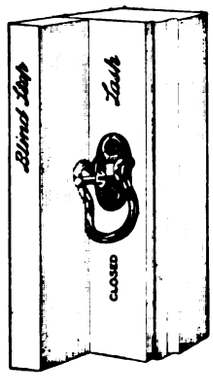


FIG. 2.

fastener has been deemed extremely simple and practical by such carpenters and sash and door men to whose attention it has been particularly drawn, as it is practically as cheap as the usual window plates and other appliances with which storm windows, etc., are fastened. In Fig. 3, an illustration is given showing how this fastener is used on basement windows, as a locking device from the inside for storm sash and screens. Too frequently the old door, button is used in the effort to fasten basement screens, and they are liable to be removed by some mischievous persons who thus make ready access to the cellar possible. The use of this fastener precludes all such work from the outside of the basement screens and storm sash, and consequently increases the feeling of security which their use should demonstrate. They are marketed by the manufacturers in single sets for use on either storm sash or window screens only; double sets for use on both storm sash or

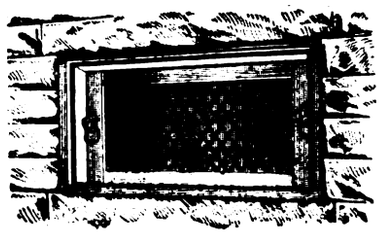


FIG. 3.

window screens, where both are used on the same window: and part sets for use on either storm sash or window screens after one or the other has already been supplied.

Sheet Steel Half Bushel Basket.

The Metallic Basket Co., Rochester, N. Y., are manufacturing an addition to their extensive line of galvanized sheet metal baskets in the form of a steel half-bushel basket, as here illustrated, which desirable article can be used as a pail, or makes an excellent stable bucket. Although made from sheet metal it is light, and on account of the flat bail quite convenient to handle. It is corrugated for strength, and nicely galvanized to prevent any corrosion. The manufacturers make note of the point that a



blow or fall that would destroy the common pail or ordinary basket will not injure this metallic basket. It is also particularly recommended by the makers for farm, dairy or garden purposes, and will doubtless become extremely popular.

Diamonds for cutting glass were not introduced till the reign of Elizabeth, at which period stained glass was declining; and before that era every piece of glass which went to form a window had to be cast in little clay molds and afterwards chipped with an iron instrument called a "grozing iron," so as to properly fit into its assigned place. —*China, Glass and Lamps.*

The Brooks Locomotive Works, at Dunkirk, N. Y., will shortly turn out the largest locomotive in the world for the Illinois Central Railroad. The monster locomotive will weigh 218,000 pounds and the draw-bar pull will be 520,000 pounds. It is a twelve-wheel freight, with cylinders of twenty-three-inch diameter and a three-inch stroke.—*Ex.*

Digitized by Google

RECENT TRADE PUBLICATIONS.

HARRISON BROS & CO., INC., Philadelphia. An extremely interesting pamphlet of 34 pages, entitled "The Painting of the House," written up in a manner that entitles it to be closely read, covering all the essential points and instructions necessary to paint a house properly, calling attention to the work of the painter, what is necessary to use in the way of paint, showing differences between paints and painters, the necessity of using first quality material throughout and the ways and means for putting it on properly in order to get the best results. Intermingled with this information will be found instructions as to which of the productions of this well known company would be the most desirable for the purpose. The booklet is gotten up in a very artistic manner, with etchings throughout the text on almost every page, is printed in black and red, with good readable type, and forms a pamphlet that any dealer would be proud to distribute in the interest of his handling such a popular line of paints.

WRIGHT & COLTON WIRE CLOTH CO., Worcester, Mass. Pamphlet catalogue of 116 pages, one of the most attractive in the line of wire goods that has come to our notice in some time. Printed on excellent paper, of good typographical appearance and fully illustrated throughout with everything necessary to understand regarding the goods manufactured by this company, which include all the various styles of wire used by the trade, from bundled wire to straightened and cut, broom, mattress, tag and florists' wire, heddle wire and stemming wire. Included in the line of manufactures of this company is everything desired by the trade in the way of wire products, including poultry netting, mining cloth, farm fencing in various general and attractive styles: double-pointed tacks, clinch staples, coal screens, foundry riddles, conductor strainers, braided wire picture cord and a large and attractive line of wire flowerpot stands and trainers, window guards and fancy office railings and similar appliances. This is a catalogue of too much importance to be neglected by the Hardware dealer, who should write at once for a copy to add to his library.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J. A very handsomely gotten up pamphlet of 32 pages, under the title of "Making Records," copyrighted by the above company and printed on the De Vinne Press, referring in its contents to the productions of this well known company and giving testimonials regarding the usefulness, quality and utility of almost everything among their special products, for which they have a large sale. As the writer says on the first page: "This little book might properly be called an 'experience meeting.' It tells what has been said about Dixon's pure flake Ticonderoga graphite by locomotive engineers and others connected with the most important railroads of America." The method of constructing the contents of this volume is unique in a way, and it is done in an artistic manner that will impel perusal.

W. E. SNEDIKER, Jersey City, N. J.; Tower & Lyon, No. 95 Chambers Street, New York, sales agents. Pamphlet catalogue of 12 pages, in which are illustrated the quick-acting vises made under the Snediker patents, which include under the trade-mark of "XL" the quick adjusting, cam and toggle joint, rapid screw, quick adjusting screw and the other rapid adjusting vises made under these patents, both in the solid and swivel jaw. Included in the same catalogue will be found the Stephens' patent vises, stationary or swivel base; also stationary or flat base, swivel base only, jewellers' vises and jewellers' automatic or self-closing vises. A number of vise adjustments are also included in the assortment, jewellers' anvils and patent planer chucks. These various specialties are handled through the facilities afforded by Tower & Lyon, in whose sample room all the samples will be found.

THE NEW DEPARTURE BELL CO., Bristol, Conn.; John H. Graham & Co., No. 113 Chambers Street, New York, selling agents. Envelope catalogue of the New Departure rotary call bells. A very handsome and attractive line, covering a number of plain and fancy styles of call bells that give electric results without batteries.

VAN WAGONER & WILLIAMS HARDWARE CO, Cleveland, Ohio, and New York. Booklet of eight pages, very handsomely gotten up, exploiting the merits of the Cleveland joist and wall hanger manufactured by them. This is accompanied by a description of the article in question, describing the merits of the same in a manner easy to understand, and a price list is given therewith of all the various sizes made by the company, making it well worthy of the attention of those handling this class of goods.

THE ARCADE MFG. CO., Freeport, Ill. Pamphlet catalogue of 112 pages, in which are illustrated the numerous specialties made by this well known manufacturing company. It is printed on excellent paper, finely illustrated and very attractive in appearance. Included in its contents are the Warner screen-door checks and anti-friction parlor-door hangers, and, under the name of "Arcade," door bells, spring hinges, mop holders, lemon squeezers and a variety of other useful specialties. The catalogue also includes a large variety of ice picks and ice shaves, coffee mills, including several of the newest and most novel styles, stove trucks, pokers and lifters in large variety; cast hammers and shingling hatchets, mincing knives, nut cracks, towel rollers and a large variety of general Hardware specialties of similar character. It is a very useful catalogue, and one that will be appreciated by those who receive it.

THE SPRINGFIELD DROP FORGING CO, Springfield, Mass.; P. O. address, Brightwood, Mass. Small catalogue of 16 pages, covering a few of their lines of drop forgings, such as engineers' wrenches, box tool post wrenches, milling machine and bicycle spanner wrenches, chuck and double head set screw wrenches and bicycle wrenches. Included in the assortment are tool post forgings and rings, showing how thoroughly equipped they are for making any special shapes in steel forgings, illustrations of which are given in their catalogue. This concern also issues a small catalogue well illustrated, covering a line of bicycle drop forgings, including sprockets, crank hangers, saddle posts, steering heads, seat post clusters, fork crowns and bevel gear blanks, etc., etc. The company are large manufacturers of this class of goods, and invite correspondence from those interested, stating they will be pleased to submit samples and quote prices.

EDW. K. TRYON, JR, & CO., Nos. 10-12 North Sixth Street, Philadelphia. Fall catalogue of firearms and sporting goods of 112 pages, 9x11, and crowded with everything that would come under the above head—firearms of every description, from hammerless guns to breech-loading rifles, including revolvers of every description and the necessary

Digitized by Google

ammunition for the proper use of the same. All the sporting appliances that are necessary for the enjoyment of the hunter will be found within these pages. It forms an assortment of sporting goods that makes the catalogue an extremely valuable one for Hardware dealers to possess. Included with the assortment of goods above mentioned, we notice at the end of the catalogue a large number of keys and key blanks, cabinet blanks and steel and brass key blanks, without which no Hardware store considers its stock complete.

THE HARDWARE SUPPLY CO., No. 616 Pythian Temple, Grand Rapids, Mich. Pamphlet catalogue of 24 pages, covering a line of special appliances, such as Frost's patent door catches, for sideboard and other small doors; door catches of a similar device, Champion door catch new No. 70, suitable for bookcase, china closet, wardrobe or sideboard; spring latch for bookcase doors, adjustable steel toilet hinges, friction toilet hinge, toilet screws, desk lid supports and adjustable shelf supports. The assortment also includes Selleck's patent commode buttons and a line of wood-screw hole plugs and wood drawer knobs, etc., etc. Added to the above, this company also furnishes the "Triumph" carvers' and cabinetmakers' benches and adjustable steel screw clamp heads. This is a unique line of goods, and the catalogue is the first we have seen covering the special line in anything like as large a variety.

CHARLES H. BESLEY & CO., Nos. 10–12 North Canal Street, Chicago. Pamphlet catalogue, 8x4½ inches in size, evidently intended to be fitted to a machinist's pocket, in the 300 pages of which is embraced a large amount of information regarding tools of every description, for the sale of which this firm has long been a recognized authority. The contents embrace almost everything necessary in the way of small tools for the running of a machine shop of any description. Included in the assortment is everything necessary for a woodworker as well, and includes a number of lists of leading lines, and a discount sheet that is very complete, applying to every page in the book. The pamphlet has one of the most complete indexes to its contents that it is possible to make, by the aid of which a speedy reference is made to any part of the book. For those having occasion to purchase supplies of this description the book will be found invaluable.

THE NATIONAL CEMENT & RUBBER MFG. CO., Toledo, Ohio. Pamphlet catalogue of 36 pages, covering a large line of cement and rubber supplies used by those handling bicycles, under which will be found liquid tire cement, rubber cements of various kinds and descriptions, plugging solutions, general lubricants, stick graphite, lubricating and other oils, air drying and baking enamels and cleaning fluids. Included in the assortment covered by this catalogue will be found several machines made by them, among which are the high-pressure brazer, brazing forge, hot-air vulcanizer, gasoline torches and double-walled enameling ovens. This class of goods is not obtainable under ordinary facilities, which makes this catalogue one that every jobber should have in his collection, containing as it does information regarding certain lines not too largely manufactured.

THE NATIONAL SUPPLY CO., Baltimore, Md. Pamphlet catalogue of 24 pages, covering a line of furniture casters and light Hardware, which form the several specialties made by this company. Included in this line are found Philadelphia pattern casters, steel horn plate and bed casters of several varieties and a line of similar goods made under the name of the Fox socket casters. They also manufacture porcelain drawer and shutter knobs in large variety, and in addition are headquarters on a line of bolts of every description and rivets necessary for the furniture trade.

Advertisers' Corner.

Don't tell a four-inch story in a two-inch space.—*The Advisor.*

An advertisement in a Western paper reads: "Wanted —Small boy to deliver oysters that can ride a bicycle."

The most successful men have been those who worked with a definite end in view and were quick to absorb and apply the best ideas of recognized trade leaders, besides profiting by the mistakes of competitors.—*Hide and Leather.*

Big space is almost indispensable for introduction purposes, simply because the use of newspapers and magazines is growing at such a rate that in no other way can the unknown rise above the heads of the crowd.—*Advertising Success.*

"Advertising will not wrap up goods or make change," is the way a Chicago advertising man expresses it, commenting on the tendency of certain merchants to expect the newspaper space to carry the burden of the whole business.—*Printers' Ink.*

No printed matter intended to draw trade should ever be sent out without the address on it. Even circulars and booklets for local distribution ought to show the names of town and State, as well as the firm name, and then there will be no possible chance of a misunderstanding.—*Profitable Advertising.*

"I am looking for something real nice for a young man," said the young and pretty shopper. "Why don't you look in the mirror?" asked the gallant drug clerk, and she was so flustered that he managed to sell her four different things that she did not want before she knew what she was doing.—*Michigan Tradesman.*

The public has a great deal to remember and its memory is mighty short. It needs to be constantly reminded of your business. And the man who knew and bought of you yesterday may be dead to-morrow. Meanwhile a youngster who never heard of you is making his first purchase to-day. Don't depend on past prosperity.—*Ad Sense.*

A number of advertisers have discovered that many people who will not stop to listen to a "barker" or "lecturer" at a fair or exhibition, will stop to hear what a phonograph has to say, although it say nothing more interesting than a human praiser of the goods would. In the city the phonograph is pretty well known, but in the country it is still regarded as one of the seven wonders of the world.—*Printers' Ink.*

Advertising should be governed the same as an infant. It should be tenderly nurtured and watched while it is growing. Neither an advertisement nor an infant is profitable in the beginning. About the only satisfaction or comfort you can get in the early stage is the anticipation of what it will be when it is fully grown. Advertising and an infant can easily get into bad ways and bad company unless carefully watched.—*Boyce's Hustler.*

Few of the public have any idea of the sums paid by photographers for "sole selling rights." Dickens is credited with having been the first notability to exact a fee for the privilege of taking his portrait. A photographer kept bothering him for sittings and Dickens asked and obtained $250. On learning of Dickens' triumph Fanny Kemble refused to sit for less than $250, and then Ada Cavendish demanded and received $1500. Mary Anderson, toward the close of her career, used to receive $500 a sitting. Recently a firm of Parisian photographers arranged with Sarah Bernhardt for a series at $250 apiece.—*Phila. Times.*

Digitized by Google

REVIEW OF THE MARKETS.

Hardware: The market for Hardware is held in a very firm condition, the advances being more general and affecting some lines that have been held previously at conservative quotations. Inability to obtain full supply of the usual stocks needed at this season of the year, is commented upon in every direction, the jobbers being apprehensive of losing some trade from regular customers unless their supply of goods has early delivery. The trade generally are not throwing away profits under the circumstances, but are holding to market quotations, except in some few instances where radical advances make a happy medium, and present a satisfactory solution of a vexed question, as to whether the extreme advance should be charged in every case. Indications point to a revision of terms of sale, which at an early date will make those now in use superseded by "30 days," with no cash discount for prepayment.

Wire Nails: Since our previous issue, the American Steel & Wire Co. have advanced their prices fifteen cents per keg, and the trade since that time has been as good and in as great volume as though no such advance had taken place. It would seem as though two advances a month were rather too frequent for the trade, but so far the trade has not put itself on record as considering it a disadvantage. In fact, the belief is prevalent that this is not the end of it, and that in all probability slight advances will be a fortnightly feature throughout the season. Present quotations are as follows, f. o. b. Pittsburgh, terms 30 days net:

To jobbers in carload lots	$2.80
" in less than carload lots	2.82½
To retailers in carload lots	2.95
" in less than carload lots	3.05

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock	$3.10
" less than carloads on dock	$3.25
Small lots from store	$3.25 to 3 40

Cut Nails: The cut nail market upheld by the Eastern manufacturers has made no change in price since our previous issue, although higher quotations are heard from the Western mills. The demand continues fairly good, but large transactions are not noticed, only moderate quantities being ordered. There seems to be less speculative feeling in the cut nail market than is noted in the wire nail market and this will undoubtedly continue throughout the season. The following quotations may be said to represent the market, and are f. o. b. Pittsburg, the freight being added to make a net price delivered at destination:

To jobbers in carload lots	$2 40
To " in less than carload lots	2.45
To retailers in carload lots	2 50
To " in less than carload lots	2.65

New York business continues in fair demand under the prices named as follows:

Carload lots on dock	$2 55
Small lots from store	$2.75

Barbed Wire: In accordance with the advance on other wire products, the American Steel & Wire Co. on September 11th, made a further advance in the price of both painted and galvanized barbed wire. The market for these goods is in a very healthy condition, the demand being a steady one, which would seem to justify the strength given it by advancing quotations. Now that the differential between painted and galvanized wire is but 15 cents per 100 pounds, the sales of galvanized wire have been largely increased. The following quotations represent the market, and are f.o.b, Pittsburg, net cash, thirty days:

To jobbers in carload lots, Painted	$3.25
" " Galvanized	3.40
" in less than carload lots, Painted	3.27½
" " " " " Galvanized	3.42½
To retailers in carload lots, Painted	3.40
" " Galvanized	3 55
" in less than carload lots, Painted	3.50
" " " " " Galvanized	3 65

Smooth Wire: A corresponding advance to that announced above in wire nails and barbed wire also affects the prices on smooth wire, the quotations being accordingly 15 cents per 100 pounds higher than noted in our previous issue, and may be stated as follows, f. o. b. Pittsburg, 30 days net cash:

To jobbers in carload lots	$2 65
To " in less than carload lots	2.67½
To retailers in carload lots	2 80
To " in less than carload lots	2.90

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is $1.10.

Shovels and Spades: At a meeting held recently by the manufacturers of shovels and spades, the following prices were agreed upon as selling prices to the retail trade:

NO. 2 SHOVELS AND SPADES POLISHED.

	A Grade.	B Grade.	C Grade.	D Grade.
Solid Steel Pattern	$10.50	$9.60	$8.70	$8.10
Hollow Back "	10.20	9.30	8.40	7 80
Back Strap "	9.30	9.00	8.10	7.50

Black, 30 cents per dozen less than Polished.
Advance 30 cents per size for larger sizes.

Quite a number of the members were of the opinion that an advance at this time would not be wise, but they were overruled from the fact that constantly increasing cost of raw material would justify an advance at a date in the immediate future, and it was deemed advisable that it should take place thus early in the season. No doubt there are some heavy stocks held by jobbers by whom the above prices will be cut for a time, but the indications point to a further stiffening of costs which would render any such action on their part unwise, under the circumstances.

Steel and Iron Squares: Manufacturers of steel and iron squares have agreed upon a regular discount being made on their goods of 65 and 10 per cent. These goods have been held at much lower prices, and no doubt will be sold at prices that shade this quotation for some little time to come, as this is one of the lines usually made use of by the jobbers to name quotations that are lower than those made by the manufacturers.

Egg Beaters: We are in receipt of the following quotations from the Standard Co., Boston, which represent the present condition of the market:

No. 5	Steel Handle, Dover Egg Beater	$5 50 per gross.
" 10.	Cast " " " "	7 00 "
" 10.	Steel " " " "	7.00 "
" 15.	Extra Heavy Steel Handle	14.00 "
Rival		9.00 "

The Stanley Works, New Britain, Conn., and No. 79 Chambers Street, New York, announce under date of September 18th, the following changes in their discount sheet No. 5, these discounts relating to such goods as barrel, square, shutter and other bolts. These are catalogue printed discounts. The extra quantity discounts on these goods are still held as previously:

	Discount per cent.
Barrel Bolts, Nos 1078, 1078½, 1080, 1081, 1082, 1084 1086, 1324	60&10&7½
Square Bolts, Nos. 1088, 1090, 1092, 1094, 1098	60
" Bolt Staples, Nos. 1126, 1128, 1130, 1132	60
" Bolts, Galvanized, Nos. 1328, 1329, 1330	60&10
Shutter Bolts, Nos. 1110, 1112, 1113, 1325, 1326, 1327	40&10
" " " 1114, 1118	10
Bronzed Barrel Bolts, Nos. 402, 404, 406, 407, 408, 409	33⅓
Wrought Goods, Nos. 976, 978, 1314 972, 974, 980, 986, 1316, 982, 988, 1318 984, 990, 1320	80
Washers, No. 994	3 cents per pound.

Warm Air Registers and Ventilators: Prices on this seasonable line of manufactures, have been advanced by the makers under date of September 6th. The following discounts applying to the price list of February 1, 1899, represent the market:

	Discount per cent.
Black Japanned Registers, Ventilators, Faces and Borders	30
White " " " and Faces	25
Bronzed Finishes in Imitation of Gold, Silver, Copper or Bronze	30
Nickel Plated	30&10
Electro Plated in Brass, Bronze, Copper or Oxidized Silver	30&10
White Porcelain	20
Solid Brass and Bronze Metal	20
Pedestal Registers	20
Carved Ceiling Ventilators for Churches	25
Dampers	33⅓
Chandelier Ventilators	25
Summer Pieces	33⅓
Screens for Steam Pipes	40
Slate Border Frames	70
Soapstone Border Frames	30

As usual at this season of the year, business is named as being exceptionally good, notwithstanding the advanced quotations.

Slaw and Kraut Cutters: The Tucker & Dorsey Mfg. Co. have advanced prices on slaw cutters from 5 to 10 per cent. Kraut cutters about 10 per cent.

Digitized by Google

Metal Key Faucets: The price on the line of "Imperial" metal key faucets, for which John H. Graham & Co. are sole agents, will be advanced October 1st to 50 and 5 per cent. discount from list. The change is made necessary by the increased cost of material.

Bicycles for 1900: the Iver Johnson's Arms & Cycle Works, of Fitchburg, Mass., one of the leading concerns not gathered in by the trust, are already out with their announcement of 1900 prices. They state that their medium grade of wheels will list at $25 and their high grade at $35. Models with coaster brake will list at $40, and their cushion frame and chainless bicycles will be listed at $50 and $60 respectively.

Ausable Horse Nail Co. We have received from the Ausable Horse Nail Co. the following revised prices and discounts on their product: Ausable horse nails, 50 per cent. discount from list. Clinton horse nails, 30 and 5 per cent. discount, and American brand horse nails, all sizes, 5 to 10, 10½ cents per pound, net.

Smith & Hemenway Co. Smith & Hemenway Co., No. 296 Broadway, New York, have just issued a condensed catalogue and price-list. It is subject to a uniform discount of 40 and 5 per cent. It relates to the goods sold by them as successors to Smith & Patterson, Maltby, Henley & Co., Bindley Automatic Wrench Co. and L J. Anderberg; and as general representatives and New York office of Utica Drop Forge & Tool Co., their nippers, pliers, etc., have a prominent place in it.

Tire, Stove and Machine Bolts: These goods have been advanced by the Associated Manufacturers, and are now quoted at following base discounts:

Tire Bolts	Discount per cent.	60
Stove and Sink Bolts	" "	60&10
Machine Bolts	" "	50&10

Chisels and Drawing Knives: On September 8th the Ohio Tool Co. advanced prices on chisels and drawing knives to 70 and 10 and 2½ per cent., chisels with leather head handles to 70 and 10 per cent. discount from list.

Door Locks: The Slaymaker-Barry Co., Connellsville, Pa., have withdrawn old quotations on the line of door locks, and are now offering 4-inch upright rim locks at $1.25 a dozen, other styles in proportion. Mineral knobs 85 cents a dozen, and porcelain japanned knobs, $1 a dozen.

Ice Cream Freezers: The North Bros. Mfg. Co., Philadelphia, have advanced prices on their ice cream freezers between 10 and 15 per cent. over those ruling last season.

Rivets: At a meeting of the manufacturers of iron rivets held recently a further advance in the price on these goods was decided upon, the discount being fixed at 55 per cent.

Cordage: The following quotations may be said to represent the market at the present time:

Manila, 7-16 inch and larger	per pound,	13 to 13½	cents.
" ⅜ inch	"	13½ to 14	"
" ¼ and 5-16 inch	"	14 to 14½	"
Sisal, 7-16 inch and larger	"	10 to 10½	"
" ⅜ inch	"	10½ to 11	"
" ¼ and 5-16 inch	"	11 to 11½	"
" Lath Yarn	"	9½ to 10	"

The price of jute rope is 6 cents.

Linseed Oil: The Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels ..... 45 cents per gallon.
In lots of 5 barrel or more ..... 44 cents per gallon.

The five-barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 60 cents per gallon. Above prices are subject to change without notice.

THE BALTIMORE TRADE.

The orders now being received are of good size and quantities, embracing heavy Hardware, cutlery, guns, ammunition, etc., and have caused us to be so rushed for the past few weeks that we've hardly had time to breathe.

Under such conditions a fellow is obliviously ignorant of what is going on in the world, but in perusing the daily mail new advances are noted, withdrawal of prices continue and the natural query respecting the limit to high prices is unanswered. The great advance in structural iron has caused to be deferred the construction of at least one large building in this city, and from present prospects it will be many moons before same will be erected if dependent upon a heavy decline in the cost of material. The raw material in the hands of large capitalists seems to be a very difficult thing to manage and is evidently so beyond their control that they can only look on and report advances; but there will be a change—or an earthquake—some day.

We have been favored this month with two advances of 15 cents each by the American Steel & Wire Co. and look for another before October 1, so continue to buy largely as usual. Grass and grain scythes are reported to have advanced about 100 per cent., and the Shovel Association raised their list $1.00 per dozen this month. Many other goods have also changed since August, and it is highly essential to keep both eyes open and anticipate your wants or experience that awful feeling of being left out in the cold.

Collections are very good. H. W. WEBB & SONS.

THE BIRMINGHAM TRADE.

We are glad to report a continued good demand for Hardware in furnace and mining supplies, also for builders' Hardware and tools, indicating new developments. We also continue to receive withdrawal of prices and notices of advances. Some of the trade feel that the speculative period has passed and they are buying only for their regular stock and actual wants. Owing to the mills and factories being far behind with orders and very slow in making shipments, it makes it very difficult to keep up stock, as we do not know where to place an order and be able to say with any definiteness when we will receive the goods. This condition, however, makes it easier to sell where one has the stock in hand. Parties placing orders usually want the goods and want them at once, and the fortunate party who has the stock gets the order without a great discussion as to the price. We think it wise, however, to not take advantage of such an opportunity to ask more than usual, but be satisfied with an opportunity to please the customer.

We do not anticipate any decline in the near future so long as the mills will buy iron for future delivery at the advanced prices.

We anticipate that there will come a time when production will overtake consumption, as the nice profits that must be made on pig iron now will stimulate every effort to push production to the limit by building more furnaces, opening more mines, etc., but this will take much time.

MOORE & HANDLEY HARDWARE CO.

THE PITTSBURG TRADE.

There is no change to report in the activity of the jobbing Hardware business of Pittsburg. Indeed, night work is getting to be the rule rather than the exception to keep up with the orders. The cool weather last week gave an impetus to the demand for Fall goods, such as gas stoves, horse blankets, etc., but the trade for all classes of goods is active and especially so from manufacturing towns.

The president and secretary of the Hardware Jobbers' Association were in the city recently making preliminary arrangements for the convention to meet here in November. We hope to have a full attendance of all members and think there are enough matters of mutual interest to bring them.

Goods continue to advance, and as the iron market is so strong and shows every indication of holding firm for a year ahead, there is a good basis for the upward tendency of all goods made from it. The difficulty in getting orders for structural iron filled delays buildings in course of construction and in some cases no doubt advanced prices of all building material make intending builders defer action.

Digitized by Google

One of the matters jobbers will have to consider very soon is terms of sale. So many manufacturers have withdrawn the 2 per cent. cash discount that the jobber must either add this to his margin of profit or else adopt the same terms to his customers. The loss of this 2 per cent. means all the difference of selling at cost or a small profit when times are as they were two years ago. On an advancing market the jobber can stand it, but that condition will pass and then we must face the question.

LOGAN-GREGG HARDWARE CO.

THE INDIANAFOLIS TRADE.

This is the week of the year when the Indiana merchants in all lines take the Capitol City by storm. The State Fair has not lost its prestige in Indiana, as in many States.

About this time of the year the dealer begins to realize that he needs certain lines of goods which he did not include in his early purchase and which he prefers to select from samples, and this brings him to town

Many Hardwaremen who deal in implements look forward to this week as the best time to get away from business and enjoy a little relaxation from care and to see what is to be seen outside their immediate locality, feeling that all the farmers who can leave their Fall work will be here, and those who cannot will not be wanting anything their clerks cannot attend to.

Last week we received our long-promised shipment of Ham's lanterns and distributed among our customers three carloads of this article, which is so indispensable among the farmers during the fall and winter. We went after the lantern business in this vicinity this year at a time when the dealer was in the humor to place his order for future delivery, and our sales greatly exceed those of former years.

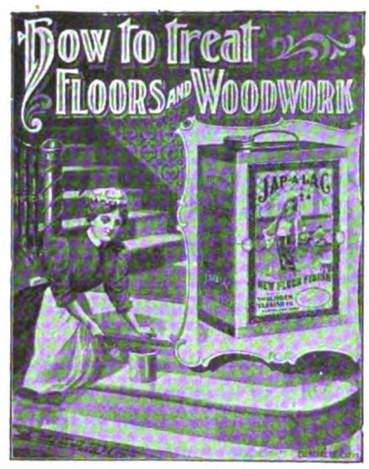
Our annual gun catalogue is in the hands of the trade, and is attracting their attention and capturing their orders. Our sporting goods department, which has been rushed during the Spring and summer filling orders for bicycles and bicycle sundries, is now equally busy on gun and ammunition orders.

VAN CAMP HARDWARE & IRON CO.

THE COLUMBUS TRADE.

There is nothing new to report in the Hardware situation. Shortage of goods and advances are the two things we hear daily. There is no doubt that manufacturers in many lines are combining with the intention of getting rich in a year. In fact, we are told by a prominent manufacturer that he has been branded a fool because he would not go into a prospective combination. They said to him that one year was enough to make him rich, and after that the combine could go to the "bow wows!" He said he could not and would not consent to any such hold-up. Legitimate advances are all right, but highway robbery is wrong and will be remembered for years to come by those who have had to stand the imposition.

What can the scythe makers say to justify them in jumping the price on scythes $4.00 a dozen? Nothing—only that people must have scythes, and, as manufacturers are all together, you must pay the price. We have always believed in manufacturers making a reasonable profit, and when they are selling goods at prices that justify them in paying their workmen good wages, trade, as a rule, is healthy and steady, but the past has proven that manufacturers use but little judgment. They must either cut each other's throats and make no money or form combinations and rob the public. If manufacturers would only adopt the principles they set forth when they form an association, no one would object to them. They claim it is done to reduce expenses. That one salesman can represent several factories as well as one; and there is a great saving in office rent and help. This no doubt is true, but who is being benefited? Instead of giving the consumer the benefit of these savings, they put prices beyond all reason, and not only make big money on reduced expenses, but by charging unreasonable prices. Times are good, trade is good, money is more plentiful, and there is no reason why such conditions should not last for years; but nothing will check it quicker than inflated values. We cannot see any chance of a reaction for months to come, and we hope to see more conservatism shown by some of the associations that now control the market to avoid any disastrous setback. If some one can give a reason for the ups and downs in the volume of business and prescribe a remedy he would be a benefactor worthy of a monument. In our opinion fictitious values have more to do with it than any other one thing. Everyone knows of many boom towns that are to-day sad reminders of men's folly. Nothing but patented articles can remain long at fictitious prices. They are bound to get down to a legitimate basis of cost sooner or later. We do not want to be misunderstood. We are in favor of prices that will leave the investor a reasonable return for his investment. It matters not whether it is the manufacturer, jobber or retailer. Profitable prices are always an indication of good times. What we are opposed to are exorbitant prices simply because a combination of manufacturers can demand them. Better get rich by a conservative, honorable business career of several years than to make it all in one year. When we started this letter it was to be about an inch long, but we wandered, and trust you will pardon us for such a lengthy lecture. THE SMITH BROS. HARDWARE CO.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

THE CHICAGO TRADE.

Previous to the first of July we supposed that there had been so many advances in our line of goods that we could give our salesmen a rest for some time before being obliged to communicate with them on the subject of higher prices. As a matter of fact, however, during the past two weeks we have been obliged to keep the wires warm and our stenographers quite busy with reference to many articles which we had expected would remain stationary. Whether the values of these articles are intrinsically either high or low, our minds have become settled down to take a philosophical view of the situation and accept of them for the time being, and from the way orders are coming in from the different routes covered by our traveling salesmen, we take for granted that our retail customers are accepting the situation as gracefully as possible, for the demand for a great many of our lines of goods seem to have no limit. It is almost impossible for us to secure axes, shovels, scoops, cross cut saws, wood saws and many other lines of goods. Among the late advances in prices of goods which we have to note are such articles as Mrs. Potts' sad irons, files, an advance of 50 cents per dozen on all shovels, spades, scoops and ditching tools, steel and iron squares, screw strap hinges, axes. A large advance on grass and grain scythes, common sad irons, well buckets, sisal rope,

Digitized by Google

wire brackets, traps and chains wrought butts, cut tacks, hollow ware, Maslin kettles, zinc and copper, poultry netting, etc., etc.

We are pleased to note that on other lines of goods as well as Hardware, the jobbers of Chicago seem to be having a good business with every indication that it will continue through the balance of the Fall trade.

WELLS & NELLEGAR CO.

THE DAVENPORT TRADE.

The regular quarterly meeting of the Iowa Hardware Jobbers' Association was held in Des Moines on the 13th inst.

The writer attended the Trust Conference held in Chicago on the 13th, 14th, 15th and 16th of this month, and was very much interested in the papers that were read, and hopes that the ultimate result of this conference will be some sort of regulative legislation with regard to the great incorporations. There were something like five hundred delegates present, but as far as we know this was the only Hardware house represented. Are the Hardware jobbers not interested in these important economic questions?

Whether it is restrictive production ordered by the various large manufacturing incorporations or some other causes unknown to us, we find it very difficult getting goods enough to supply the demand from our customers, and also observe an independence among the manufacturers from whom we buy that we never experienced before the days of combinations, pools and trusts. It is very much easier to sell goods than to buy them, or to get them delivered after they are bought just now,

It is reported that a prominent Iowa Hardware jobber has decided to go out of business. Well, we believe this is a good time to sell out, for goods are scarce and are in demand at high prices, and then you know it will be easy to start up again after the slump occurs. It may be a good business proposition to sell out now and begin again in the near future. It is worth considering any how, and if all Hardware jobbers should decide to adopt this policy, you might soon hear something drop,

SICKELS, PRESTON & NUTTING CO.

THE DENVER TRADE.

We are pleased to report only the most favorable and prosperous conditions prevailing, with no clouds in sight and every industry in Colorado is being more industriously and prosperously worked and developed than ever before. Crops are good, cattle bring high prices, mining pushed vigorously and smelters crowded to their fullest capacity. The result of all this on general trade is very gratifying. Our own trade is the largest for many years and our chief difficulty is to keep up stock to meet the demand. Denver jobbers in all lines report similar conditions The advanced cost of building doesn't seem to check it. On the contrary reports from the architects indicate the consideration of many new buildings, besides a large number now in course of construction. Population is certainly increasing and demand for new buildings is good. Small and medium sized houses are difficult to obtain, and there are fewer vacant ones than at any time for several years past. Advanced rents will naturally stimulate the building movement, and this, in turn, stiffens the prices of vacant lots, which are about the last item in the list to participate in the general rise in values. Investors begin to realize that this advance is inevitable, and a lively speculative realty market is one of the probable features of the near future. The century is closing with a boom. How far will it continue in the next? THE GEORGE TRITCH HARDWARE CO.

THE GRAPHITE TRADE.

The boom is still on, which means unlimited orders, with factories running four nights in the week in an endeavor to keep faith with customers who need the goods.

Raw material still shows a tendency to advance in value and prices have been materially advanced on manufactured articles. Crucibles are higher since August 1st and there has been a readjustment of prices on pencils, particularly the cheaper grades. Orders for imprint pencils are not accepted in less than twenty-five gross lots. Carpenters' pencils are higher, and some of the finer, choicer grades of prepared graphite have been marked up.

The demand continues with very little if any tendency to decrease orders, and the sales books show increased footings which could not have been imagined a year ago.

We have a very attractive exhibit at the Philadelphia Exposition, and visitors will be welcomed.

The new revised and rewritten catalogue of graphite productions is ready for any who will write for one, and we are proud of its appearance and completeness.

JOSEPH DIXON CRUCIBLE CO.

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

Digitized by Google

"PERFECT"



OILER.

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

IMPROVED
Labor-Saving
CARPENTERS'
TOOLS.

STANLEY
RULE & LEVEL CO.
New Britain, Conn.

SOLD BY ALL
Hardware Dealers.

Stanley's Low-Angle Block Planes.



☞ Block Planes are used for planing across the ends of boards, or of blocks, and in fitting close joints. The pitch of the Plane Iron is less than in ordinary Bench Planes, and the Iron is used with the bevel uppermost at the cutting edge.

60. Low-Angle Block Plane, 6 in. Length, 1⅝ in. Cutter.. $1 50
65. Low-Angle Block Plane, 7 in. Length, 1¾ in. Cutter.. 1 75

Shop Assistants.

It has, no doubt, been observed by many people, says a contemporary, that the difference in shop assistants is as conspicuous as a walking sign could well be, and as varied as the goods which they sell and try to sell; and while there is room for a number of distinct qualifications of ability, there is sufficient subject matter derived for a brief discussion, in condensing the numerous characteristics of this craft into three common classes, viz: The ordinary, the indifferent, and the practical.

The ordinary assistant is one who generally reports for duty at the last minute, and regards his position in the light of an automatic machine, or an everyday routine, without the slightest consideration for his employer. He chats with his next counter neighbor upon social topics, and feels "disgruntled" when a customer calls for his services before he gets through with his conversation; his capacity is medium, and his ambition may well be compared to a small stationary engine, which puffs in a perfunctory manner, but unable to get up sufficient steam for the execution of good work, and yet in his own lofty estimate of self accomplishments his mind becomes vague, obscured and puzzled, when he is overlooked in the line of promotion.

The indifferent assistant is as dry as a mummy, both in ideas and demonstrations, and often owes his place to mere chance. Cheerfulness and courtesy are to him or her unknown quantities. He executes his functions in the same manner as his looks and actions display, and gets rid of his customers as soon as possible. The goods done up by this assistant are generally crushed and crowded into a piece of wrapping paper—which is often too small—in a haphazard way, and the twine often opens before the goods reach their destination. It was only the other day I saw a lady in a tram car with a package of this description, and she made the remark to her companion that she would never go into —— and Co.'s shop again, because, after they sold you the goods, they did not seem to care how they wrapped them up, or how you got them home. This is the inevitable result of an indifferent assistant, whose carelessness often causes a depreciation of figures on the proper side of the ledger or balance sheet of his employer.

The practical assistant is wide awake. He takes a pride in his business; he is ever courteous, affable, willing and obliging; he takes a keen interest in his counter, as well as his employer; he is a close student of human nature, and seeks to please his customers; he studies the peculiar whims and fancies of his customers, and is a diplomat in any emergency. If his patience is tried by a cranky customer, he avoids friction by hiding his chagrin behind his good nature, and wins the plaudits of all with whom he comes in contact. This same practical assistant is a success to himself, as well as to his employer. He can command a good salary where others often fail. Merit and effort place his services at a premium. He often attains to a high position and responsibility, and frequently becomes member or head of a firm, and takes his place in the front rank as a successful business man.—*Hardwareman.*

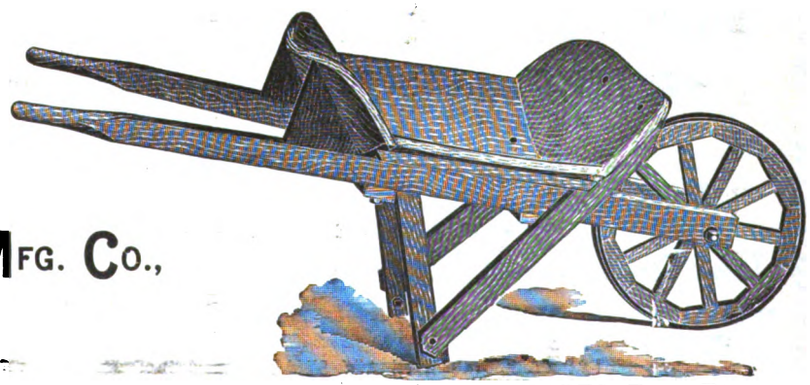
Trade Methods in Latin-America.

In dealing with foreigners, and especially with those of Spanish origin or training, Americans might mend their manners to advantage. In this country little or no attention is paid to the exchange of courtesies in trade transactions. It is expected, when a man enters an office of business, that he state his case or proposition at once and that the answer will be brief and to the point; and when trade is conducted through correspondence the latter is made as short as possible and without any waste of words in courteous expressions.

The Latin-Americans do business in an entirely different way. They indulge in exchanges of courtesies and much preliminary palaver before they come to the point, and they are slow in closing a trade even after they have reached an agreement. Their business letters are wordy,

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Digitized by Google

abounding in expressions of respect or high consideration and apparently so constructed as to put trade in the background.

The American salesman who enters the office of a Latin-American and abruptly states his business, either gets no direct response or one that gives him little encouragement; and if in business correspondence with Latin-Americans, particularly in answer to inquiries, our manufacturers and dealers follow the curt and brusque style prevalent here, they are likely to give offence or to make a disagreeable impression that may stop an order or nip a trade in the bud.

In this country "business before pleasure" is the rule, and ours would be the better way if, by putting business first and rapidly transacting it, we would take more rest or more time for pleasure; but too generally our business men rush one transaction through in order to get at the next, and so keep on until premature death gives them a rest. The Latin-Americans reverse this rule. They prefer rest and pleasure to business, and they are not disposed to let trade interfere with their social customs or be in the way of their enjoyments. In dealing with these people North Americans must take their peculiarities into consideration.—*Farm Implement News.*

A Convict's Ingenuity.

Not infrequently it happens that the inmates of prisons display a degree of ingenuity not always possessed by their more fortunate fellow men How dextrous prisoners are, even in the making of trifles, is well exemplified in some little bottles made by an inmate of the State's Prison at Windsor, Vt., who has built up a small trade in selling his products. The small price at which these bottles are sold is hardly proportionate to the time and labor spent in making them.

In these bottles have been inserted a number of objects of the size and structure which would apparently preclude their entrance through the bottle neck.

To carve over seventy-five pieces of wood, to put those pieces into a four-ounce medicine bottle, and to combine and fasten them together so that they shall assume the forms of utensils employed in everyday life, is assuredly a task which requires no little skill.

Within one of the two bottles in question a little carpenter's shop has been fitted up. Here may be seen a small shaving bench with its draw knife, a gayly colored chopping block with a hatchet half embedded in the wood, and an axe ornamented with glittering tinsel, propped against the bottle wall. Upon a saw buck in the upper half of the bottle a motley colored log, nearly severed by a cross cut saw, is mounted. At its inner end the bottle stopper is provided with two projecting arms held in sockets by means of elastic strips of rubber.

Within the second bottle a miniature well, with its windlass and bucket, is arranged; and upon the edge of the well there stands a wooden goblet. In each corner of the bottle a delicately whittled tree has been placed. From tree to tree runs a little chain formed of colored pieces of wood, the cutting of which was no doubt the work of days. The stopper of the bottle is provided with four projecting arms. The manner in which these arms are locked in place constitutes one of the most remarkable features of the work. To the inner ends of the arms strings have been attached and passed up through a central passage running longitudinally through the stopper. By pulling the strings the arms would naturally be forced against the stopper; after having been thus pulled into place, the arms were permanently held by gluing or cementing the strings to the stopper.

One naturally asks, How were all these numerous pieces inserted? The pieces of wood are all smaller than the neck of the bottle, and only the ingenious manner in which they have been combined and fastened together gives to each object its particularly large size. The separate pieces were first dipped in glue and then put in place by means of a long and slender pair of wire pliers.

These curious bottles are remarkable for the great patience required in fashioning each piece, and for the delicacy of touch and deftness necessary in placing the parts in their proper positions —*Scientific American.*

The largest advertisers in the world are patent medicine men. Some of them invest even as much as seventy-five per cent. of their yearly revenues in advertising. One of the largest apvertisers whose wares are advertised all over the globe is Beecham. In his advertising empire the sun never sets. His yearly appropriation for advertising is stated to be $1,250,000. He does not use large space, but large territory. His ad. can be seen in nearly all papers published in English-speaking countries. He is also advertising in Sweden and Norway, Denmark, France and Roumania. The largest general advertiser in the United States is the Centaur Company, with about $500,000 a year, Sarsaparilla-Hood with about the same amount, Dr. Pierce, of Buffalo, with about $300,000; Lydia Pinkham, about $250,000, Sarsaparilla-Ayer with $250,000, Brent Good (Carter's Little Liver Pills) about $200,000, Scott & Bowne with $250,000. There are about 250 advertisers using up a yearly appropriation of $100,000 to $150,000, among them the Sterling Remedy Co., Postum Cereal Co., Frank Stuart (Dyspepsia Tablets), California Fig Syrup, Warner's Safe Remedies, Pyle's Pearline, Cuticura, Pond's Extract Co., Sapolio. There are at least 500 advertisers spending from $25,000 to $50,000 a year to secure business from every part of the country.—*Mail Order Journal.*

Help Wanted.

A PARTY who understands making making malleable iron castings; one who would like to invest some capital in a new malleable plant preferred. Address, COVERT'S SADDLERY WORKS, Farmer, N.Y. 67

74 YEARS. ESTABLISHED 1825. 74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

NEW YORK OFFICE: 90 Chambers St.

R. HEINISCH'S SONS CO., NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are **greater than ever before.**

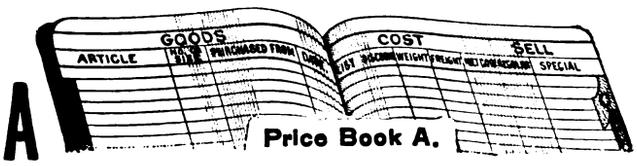
Digitized by Google

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



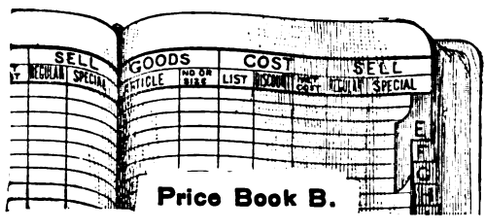
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

FOUR EDITIONS:

A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
A F, 200 pages with flap,	1.25	**A F 2**, 400 pages with flap,	1.75

B



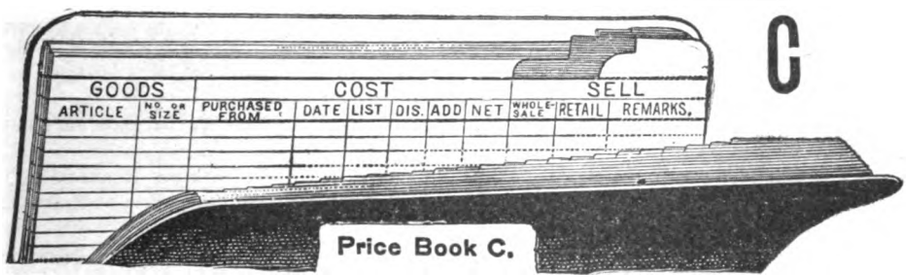
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

FOUR EDITIONS:

B, 200 pages,	$1.00	**B 2**, 400 pages,	$1.50
B F, 200 pages with flap,	1.25	**B F 2**, 400 pages with flap,	1.75

C



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. ***Page, 4½ x 7¾ inches.***

FOUR EDITIONS:

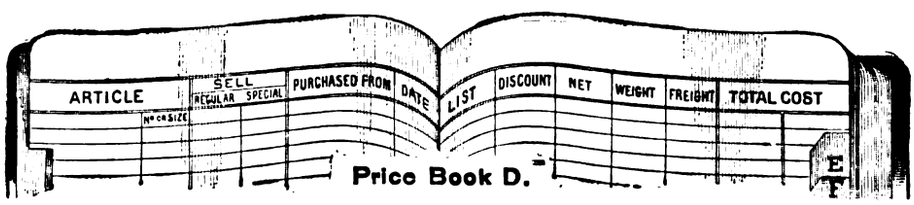
C, 200 pages,	$1.00
C F, 200 pages with flap,	1.25
C 2, 400 pages,	1.50
C F 2, 400 pages with flap,	1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. ***Page, 5¼ x 8 inches.***

FOUR EDITIONS:

D, 200 pages,	$2.00
D F, 200 pages with flap,	2.50
D 2, 400 pages,	3.00
D F 2, 400 pages with flap,	3.50

D



Price Book D.

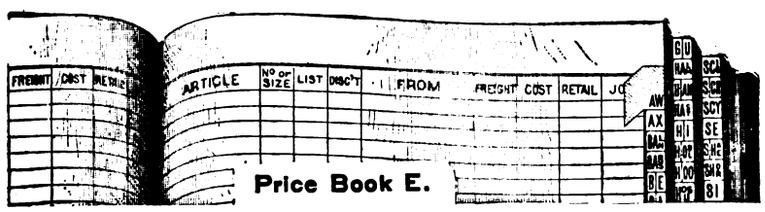
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to	AU	For Chisels,	turn to	CHI U	For Iron,	turn to IRO
" Parers, Apple	"	PA P R	" Cutlery,	"	CUT	" Irons,	" IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

E



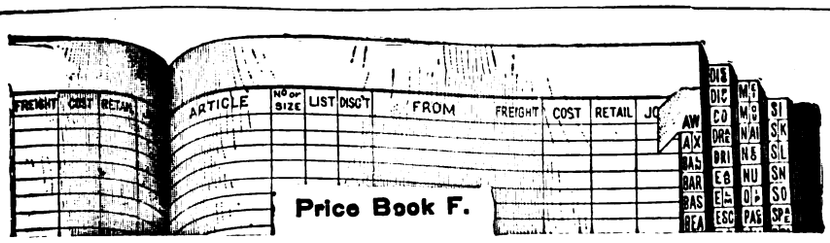
Price Book E.

AD GU SCI O
AN HAI M SCR
AU HAN SCY
AW HAS T SE
AX HI SHE

Fac Simile of Indexing.

Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, $5.00.

F



Price Book F.

AD DIE G MF I SI
AN DIP V MO U SK
AU DO NAI SL
AW DRA E NE O SN
AX DRI NU SO

Fac Simile of Indexing.

556 pages, 8¼ x 11 inches, black leather tab indexing with gilt lettering. Price, $7.50.

Note.—In Price Books E and F there is an Index Character to EVERY PAGE.

ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St. New York City.

Digitized by Google

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bloomfield, Neb.—Homer Blanchard has gone into the Hardware business.

Clinton, Kan.—L. C. Hohr has opened a Hardware store.

Curtis, Neb.—Mr. Carstenson.

Denver, Col.—The Ford Hardware Co.; capital, $10,000; Hiram E. Ellingwood, Agnes L. Reifel and John F. McKelvey.

Kenyon, Minn.—Kenyon Hardware Co.

Meriden, Kan.—Becker Bros.

Mt. Jewett, Pa.—Brenholts & Co. is the name of a new Hardware firm.

Natchez, Miss.—The Baker & Powell Hardware Co.; capital stock, $75,000. Incorporators: A. L. Baker, Seaborn McDowell, W. H. Patterson, W. D. Mounger.

Neosho, Mo.—J. M. Boyd has opened a new Hardware store.

Nelsonville, O.—The Nelsonville Hardware Co. has been incorporated with a captal stock of $8000.

Paxton, Ill.—Geo. C. Gray.

Rochester, Minn.—Frank Cook.

Rutland, Ia.—F. S. McClure has gone into the Hardware business.

Sandy Creek, N. Y.—Taylor & Co.

Seattle, Wash.—The Union Hardware Co. has been incorporated by J. Campbell and W. Campbell. Capital stock, $25,000.

Smithfield Ill.—Reynolds Bros.

Warner, Wis.—D. H. Richards has gone into the Hardware business.

Webb City, Mo. — The Franz-Howell Hardware Co. has been incorporated by E. W. Franz, F. S Howell and G. A. Buder; Hardware. Capital stock, $18,000.

Changes and Improvements.

Algona Iowa.—J. J. Anderson & Co. succeed S. A. Garlock.

Alvin, Texas.—Anderson & Son succeed McCade & Anderson.

Ashtabula, O.—M. H. Turner and Homer P. Smith succeed V. D. Latimer.

Auburn, N.Y.—A change has taken place in the Hardware firm of D. A. Smith & Co., composed of D. A. Smith, Irving W. Smith and George C. Pearson. D. A. Smith withdraws from the firm and the business will be continued by the two remaining members under the name of D. A. Smith & Co.

Birmingham, Ala.—The Estes Hardware Co. succeeds the Estes Stove Co.

Boonville, N. Y.—Chauncey W. Colton, who has conducted a Hardware and furniture business in this village, has taken as a partner William S. Hall, who has been in his employ for the past year. The new firm name will be Colton & Hall.

Bristol, Va.—The contract has been let for a new business block on Main Street. This building will have a front of sixty-two feet and will run back one hundred and thirty-five feet. It will be three stories high and will be constructed in accordance with modern plans. The building will be occupied by J. M. Barker & Co., wholesale Hardware dealers.

Cherokee, Iowa.—John and Albert Gnam succeed J. L. Wetherill.

Dalton, Mass.—John Glennon has bought the E. Williams & Co. Hardware business in the Center block, and has taken possession. In connection with the present stock he will add a full line of mill supplies.

Decatur, Ill.—Charles M. Barnett is in full possession of the C. L. Griswold Hardware store, having bought that establishment on July first last. The invoicing of the stock has just been completed. Mr. Barnett will continue to conduct the business at the old stand.

Douglas, Mich.—L. W. McDonald has purchased the interest of his partner, Geo. H. Plummer.

Easton, Minn.—Feis & Bachtle succeed Migeles & Linder.

Edna, Texas.—Joseph Gerst has sold his stock of Hardware to N. N. McDonald.

Eveleth, Minn.—J. C. Poole's Hardware store is now located on the new site.

Farmland, Ind.—J. W. Diggs succeeds Harris & Diggs.

Greensboro, N. C.—The business of the Odell Hardware Co. has outgrown the present quarters of this firm, and they have rented the Doggett building next door, which will be enlarged and improved.

Greenview, Ill. — Tripp Bros. succeed James Tripp & Son.

Hastings, Minn. — Johnson & Ereiner have purchased the Hardware stock of the Hastings Hardware Co., possession to be given Oct. 20th.

Hixton, Wis. — C. A. Adams succeeds Winner.

Hubbard, Iowa.—Conrad Blom buys an interest with J. V. White.

Hudson, N. Y.—The well-known Hardware firm of J. C. Rogerson & Son has changed its name to J. C. Rogerson & Co., James McShane being taken into partnership with Cornelia M. Rogerson and James C. Rogerson.

Humboldt, Kan.—Broucher & Johnson succeed J. W. Holtschmidt.

Jolly, Iowa.—Mr. Pyle succeeds S. J. McKee.

Kent, Ill.—W. E. Ankerbrand has sold his Hardware and implement business to Frank Kleckner, who will take possession November 1st.

Knobnoster, Mo.—John Gillum succeeds W. H. Lee.

Latah, Wash.—W. H. Taylor succeeds J. M. Nelson.

Lebanon, Ind.—Elmer Brenton succeeds W. A. Bell in the Castle Hall Hardware Store.

Minneapolis, Minn.—Olsen & Petersen have purchased the A. Rennebohm Hardware and implement stock at Kenyon, Minn.

Mora, Mo.—D. Wahnken is erecting a new store.

Nacogdoches, Texas.— Lucas & Burke, Hardware implements, etc., have moved into larger headquarters.

New Castle, Ind.—Orvill O. Carpenter and Howard Henely succeed Monroe & Holloway.

Princeton, Ill.—Swan Linn succeeds Byron Swarthout.

Raleigh, N. C.—The firm of Irby & Young has been dissolved by mutual consent, B. Irby retiring from the business and being succeeded by W. J. Young. The firm will now be S. M. & W. J. Young.

Roxboro, N. C.—Long & Woody succeed Lukin & Long.

Scottsville, Ky.—S. J. Lovelace succeeds Lovelace & Boyd.

Sheridan, Ore. —J. H. Eakin succeeds Eakin & Lawrence.

Temperance, Mich.—Mr. Ward, of Ward & Ansted, has purchased Mr. Ansted's interest in the firm.

Thomasville, Ga.—W. L. Ball succeeds B. D. Fudge.

Van Buren, Ohio.—Nelson Heistand succeeds Alex. Mitchell in the firm of Rettig & Mitchell.

Waterville, Mich.—J. L. Kelly succeeds J. Pattenaude.

Wonewoc, Wis.—The N. C. Holmes Hardware Co. succeeds Holmes, Potter & Holmes

Fires in Hardware Stores.

Akron, Ind.—The Hardware stock of Samuel Wilholt has been destroyed by fire. Loss, $2000.

Centralia, Miss.—The Hardware store of Hayes & Garrick has been destroyed by fire.

Charles City, Iowa.—J. Wiloch's Hardware store has been destroyed by fire. Loss, $8000; insurance, $4000.

Farragut, Iowa.—A. Campbell's Hardware stock and store were recently destroyed by fire.

Laurium, Mich.—The Laurium Hardware Co., stock, etc., damaged by fire at a loss of $3000.

Serena, Ill.—Halladay's Hardware store has been destroyed by fire. Loss, $5000.

Reading, Mich.—The Hardware store of Hartwell & Doig has been destroyed by fire. Loss, $5000; partly insured.

Madison, Ohio.—The Toop Hardware Co.'s stock has been destroyed by fire.

Robard, Ky.—Eakin's Hardware store was recently destroyed by fire.

St. Johnsbury, Vt.—C. H. Gossl's Hardware store has been considerably damaged by fire and water. The flames were confined to the upper portion of the building, but the water soaked everything in the store proper. Property was insured.

Burglaries in Hardware Stores.

Essex Junction, Vt.—W. S. Teachout, cutlery.

Lynn, Mass.—Brockway & Smith, revolvers.

Rockwall, Texas.—J. R. Duma, $100.

South Boston, Va.—R. A. Penick & Son, $150.

Digitized by Google

Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.

Kretsinger TRADE CUT-EASY MARK HOOK

DO YOU SEE THAT EDGE?
IT'S SINUOUS.
IT'S BEVELED.
IT'S SHARP.

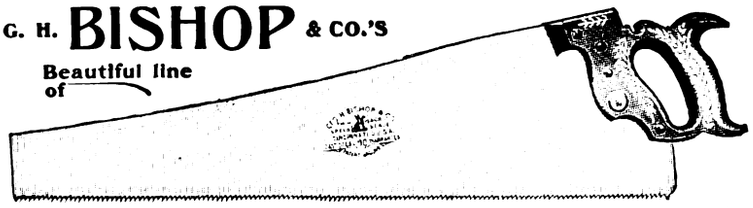


FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....

SAWS

G. H. BISHOP & CO.'S Beautiful line of



THESE ARE NOT CHEAP GOODS ONLY, BUT GOOD AND CHEAP.

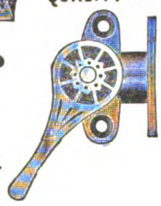
Salaried EASTERN and EXPORT Representatives.

KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.

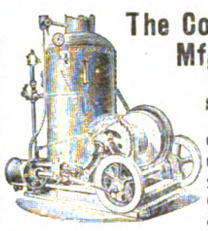


Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

Herring-Hall-Marvin Co.,
Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,
54-56 Bleecker St., New York.



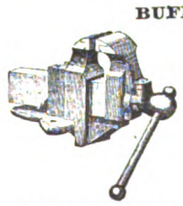
The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.
Manufacturers of SMALL SPRINGS of every description;
and dealers in WIRE and COLD ROLLED STEEL.
ESTABLISHED 1857.



CARBON (Black Diamond) TOOLS
FOR
Dressing, Turning and Shaping Emery and Corundum Wheels, Dressing Leather Polishing Wheels, and other Mechanical Purposes.
THOS. L. DICKINSON,
45 Vesey St., NEW YORK CITY, U. S. A.

Howard Iron Works,
BUFFALO, N. Y.



Manufacturers of
BENCH VISES.
Price Lists Sent on Application.

Size ¾ Inch



CHEAPEST
IN THE WORLD.
Adapted for Filters and Coolers also.
J. M. LITCHFIELD,
458 Quincy St., Brooklyn, N. Y.

Digitized by Google

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Camden, N. J.—The Iron & Steel Foundry Supply Co. has been incorporated by Thomas F. Moffitt, R. D. Wells, M. L. Filley, A. E. C. Clothier, Joseph Clark and M. S. Moore; manufacture foundry supplies, etc. Capital stock, $1,500,000.

Camden, N. J.—The Horner Sanitary Sink Co. has been incorporated by S. E. Horner, C. E. Woodruff, Charles D. Carney, J. M. Fogelsanger and John H. Applegate; manufacture plumbing and sanitary fixtures. Captal stock, $125.000.

Carthage, Mo.—The Schuler-Tuttle Implement Co. has been incorporated by W. S. Schuler, J. C. Tuttle and S. O. Morrow. Capital stock, $5000.

Chicago, Ill.—The Marvin-Smith Co. has been incorporated by F. S. Smith, A. C. Smith and C. V. Barker; manufacturing and dealing in tools, machinery and implements. Capital stock, $75,000.

Chicago, Ill.—The Industrial Tube Co. has been incorporated by H. W. Murray, F. F. Oviatt and F. W. Wilson; manufacturing tubing and Hardware specialties. Capital stock, $20,000.

Gaffney, S. C.—The Cherokee Foundry & Machine Works has been organized with T. H. Littlejohn, president; L. Y. Randall, vice-president; L. D. Snead, secretary-treasurer, and L. Y. Randall, general manager. The company will secure location and erect all necessary buildings for its works, installing the most approved machinery.

Jersey City, N. J.—P. D. Randall & Co. has been incorporated by Peter Whitney, David M. Bressler and Louis G. Hart; manufacture bolt cutters. Capital stock, $10,000.

Jersey City, N. J.—The Gear Hydrant & Supply Co. has been incorporated by Edward B. Merrill, Oliver T. Hungerford, Theodore L. MacIntyre and Joseph Tucker; manufacture hydrants, valves, stopcocks, etc. Capital stock, $1,000,000.

Jersey City, N. J.—The American Brass Works have been incorporated by Peter Whitney, David M. Bressler and Louis G. Hart; manufacture brass, etc. Capital stock, $300,000.

Pittsburg, Pa.—The W. J. Carlin Co. has been incorporated by W. J. Carlin, P. J. Brennan, J. C. Richards, W. C. Scott and W. E. Kennedy; manufacturing iron and steel. Capital stock, $5000.

Pittsburg, Pa.—The Pittsburg Stove & Range Co. has been incorporated by W. W. Colville, C. P. Walker, A. Davis, G. W. Henderson and W. W. Ford; manufacturing iron and steel. Capital stock, $1,000.

Pontiac, Mich.—The Pontiac Axle Co. has been incorporated by R. D. Scott, E. M. Murphy, H. C. Hamilton, L. L. Dunlap, and A. Parker; manufacturing and sale of axles, springs etc. Capital stock, $50,000.

Sharon, Pa.—The Sharon Boiler Works has been incorporated by R. G. Morrison, P. L. Kimberly, E. A. Wheeler, W. W. Shilling and J. L. Fleming; manufacturing iron and steel. Capital stock, $50,000.

Trenton, N. J.—The Birdsboro Iron & Steel Co. has been incorporated by Charles A. Porter, Charles K. Crossan and William C. Martin; to manufacture iron and steel of all kinds. Capital stock, $3,000,000.

Wilmington, N. C.—The White Patent Axle & Hub Co. has been incorporated by Franklin P. White, John B. Mercer, B. F. Keith and Isaac Hogeland; for the manufacture of the White patent axles, etc. Capital stock, $14,000.

Changes and Improvements.

Carthage, Mo.—The Parrott Stove & Range Co. have moved their foundry and shop from their quarters at the corner of Main and Mound Streets to their new building just north of the woolen mills.

Centralia, Ill.—The Centralia Iron & Nail Works have certified to a dissolution.

Chattanooga, Tenn.—The Roane Iron Co. of Rockwood will erect a new iron furnace near Chattanooga.

Chicopee, Mass.—The J. Stevens Arms & Tool Co. are making excavations for a new wheel pit, which will be considerably larger and 12 feet deeper than the old one. The river bed at this point is composed of slate and it has been found necessary to use a steam drill. When completed the new pit will contain two wheels.

Fort Wayne, Ind.—A building permit has been issued to the Withington Handle Co. for a one-story brick factory building, in Taylor's sub-addition, for $5000.

Hartford, Conn.—A certificate of increase of capital of the Waterbury Tool Co. has been filed in the State Secretary's office. The increase is $2300.

Indianapolis, Ind.—The Home Stove Co. have moved their manufacturing establishment from Greenfield to this city. The new plant is at Kennedy Avenue and Sharp Street, and will be put in operation immediately. Two hundred men will be employed. The new molding room is 200x250 feet, and the finishing room 60x360 feet.

Morris, Ill.—The Coleman Hardware Co. have recently built a new addition to their foundry, 100x55 feet, and have also added to their machine shop an addition of 80x42 feet. As both of these buildings have been fully equipped with new, up-to-date machinery, they hope to be able to fill orders with a greater degree of promptness than ever, and are prepared to be favored accordingly.

New Haven, Conn.—The National Wire Mfg. Co., of Boston, is building at a cost of $12,000, an addition to the mill it recently purchased from the E. S. Wheeler Co. On October 1st the company will employ 300 hands, which is double its present force.

Pittsburg, Pa.—The A. T. Stewart Co. are erecting a plant at Carnegie for the manufacture of plows and pumps.

Pottstown, Pa.—Ellis & Lessig, nail factory and plate mill, has been extensively repaired and resumed operations.

Reading, Pa.—The Reading Iron Co. has begun a new iron building 120x160 feet, also another mill 40x68 feet.

Rockford, Ill.—The Rockford Screen Door Co. have certified to an increase in capital stock from $10,000 to $75,000.

Scranton, Pa.—Work has been begun on the superstructure of the Scranton Nut & Bolt Works. The masonry and brick work have been completed and the wood work will be pushed rapidly to completion.

Sharon, Pa.—The Continental Iron Co. has secured a lease on the Stewart Iron Co.'s muck bar mill and will put the plant in operation, giving 200 men employment.

Wheeling, W. Va.—The Laughlin Nail Co. will add a shovel plant to their mills. Part of the machinery to be used in the new department will be moved from Uniontown, Pa., to Wheeling.

Youngstown, Ohio.—Contractor Andrew Reed has been engaged to move some old buildings at the plant of the Ohio Steel Co. in order to make room for the shifting of tracks, so that two new blast furnaces may be erected by the company. This plant, which is destined to become one of the largest steel producing concerns in the world, has already finished one new furnace, and is just completing another. In addition to these, two more are reported as being planned, and the work is to start on them at once. This will make four furnaces erected on the grounds inside of a year.

Recent Fires.

Copemish, Mich.—Chapman & Sergeant's bolt factory destroyed by explosion, at a loss of about $5000.

Kansas City, Mo.—Fire has destroyed the Bales block, located at the northeast corner of Monroe and Twelfth Streets. The Herrick Refrigerator & Mfg. Co., which occupied the greater part of the building, was burned out, all its machinery, material and finished stock being destroyed. The Herrick Co.'s loss is estimated at $15,000, partially covered by insurance.

Louisville, Ky.—Bridgeford & Co., stove foundry, damaged by fire, at a loss of about $200,000; insured for about $100,000.

Miscellaneous.

Lynchburg, Va.—The Lynchburg Plow Co. have received, through their export agents in New York, an order for chilled plows to go to Melbourne, Australia. Though this order is quite a large one, their customers claim that it is small in comparison with what will follow.

Springfield, Mass.—One of the largest contracts of the season, for 125,000 emery wheels, has been placed in Chicago by the Clizbe Bros. Mfg. Co., of that city, manufacturers of the Star sickle and tool grinder, with the Hampden Corundum Wheel Co., of this city, on merit, they having had the contract for last season's supply.

Digitized by Google

OVER 1,000,000 IN USE.

THE

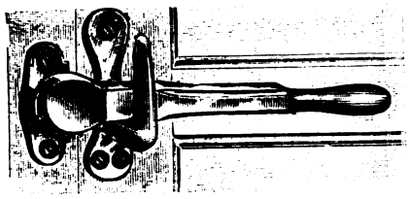
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9 inch lever; No 3, 6 inch lever; No. 4, 6-inch lever; No 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12 00	$15.00	$33.00	$26.00	Per Doz
No. 2	9 00	12 00	18 00	20.00	"
No. 3	5.50	7 50	10.00	11.00	"
No. 4	3.00	3.00	7.00	8.00	"
No. 5	2 25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

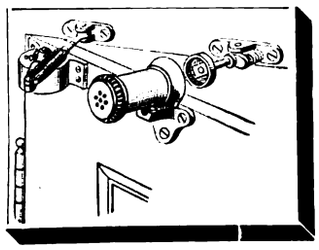
For Sale by . . . Discount.

M. H. HICKEY & SON,

375 Market St., NEWARK, N. J.

Begin Early.

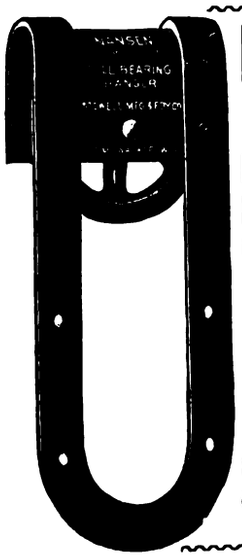
Many buildings in your city will need the Eclipse Door Check and Spring this coming winter. Look around, distribute some of the advertising matter that we furnish, and with a little effort you can increase your profits by supplying the public buildings, schools, churches hospitals, libraries, fire-houses, hotels, stores, office buildings, and dwellings.



The Eclipse is easy to apply and easy to keep in order. Send for booklet and prices.

Sargent & Co.,

New Haven, Conn.; New York; Philadelphia and Boston.



NANSEN

is ahead of all others, and so is our . . . .

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs, $12.00.
No. 4. per doz. pairs, $15 00.
No. 5, per doz. pairs, $18.00.

STOWELL MFG. & FDRY. CO.,

So. Milwaukee, Wis.



Pike's Black Diamond (Fine grit),
Lamoille (Medium fine),
White Mountain (Medium grit),
Indian Pond (Coarse grit)

SCYTHE STONES

CUT QUICKEST. SELL FASTEST. PAY BEST.

Send for Catalog of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,

Largest line of sharpening stones in the world.

THE PIKE MFG. CO., - PIKE STATION, N. H.



WATERBURY BRASS CO.,

60 Centre St., New York.

. . Manufacturers of . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS

OF ALL KINDS.

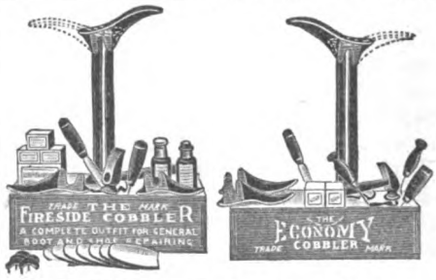
Hicks Primers, Berden Primers, Powder Flasks and Shot Pouches.

TAPE MEASURES,

EYELETS AND SMALL BRASS WARES

OF EVERY DESCRIPTION.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.

Every Family Wants One.

Write for Prices.

The ROOT BROS. CO., Plymouth, O.

A. MUGFORD - DESIGNER ENGRAVER & ELECTROTYPER

HALF-TONE PHOTO-ZINC ETCHING and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503 BEARD BUILDING

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.

Digitized by Google

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Chicago, Ill. — The Automatic Chain Brush Co. has been incorporated by C. M. Fairchild, A. D. Fairchild and E. A. Dorrity, manufacturing bicycle chain brushes and other appliances for bicycles. Capital stock, $1500.

Chicago, Ill.—The Industrial Tube Co. has been incorporated by H. W. Murray, F. W. Oviatt and F. W. Wilson; manufacturing tubing and Hardware specialties. Capital stock, $20,000.

Cleveland, Ohio.—The Cleveland Fork & Mfg. Co. has been incorporated by E. W. Jones, L. H. Webb, W. A. Robertson, Z. M. Chandler and E. L. House; manufacturing all kinds of forks. Capital stock, $50,000.

Concord, N. H.—A. H. Britton & Co., Hardware, sporting goods, etc. Mr. Britton has purchased the interest of his partner, and is now sole proprietor, though continuing business under the same style.

Detroit, Mich.—The Detroit Automobile Co. has acquired the plant of the old Detroit Motor Co., corner of Cass Avenue and the railroad. It is expected that the company will be turning out finished automobiles by October 1st, and will be able to turn out from three to four machines a week.

Hamilton, Mont.—T. L. Thompson has sold out to J. M. Sorrenson.

Hoboken, N. J.—The Perfect Compound Kerosene Gas & Compressed Air Automobile Fire Engine & Motor Mfg. Co. Principal office, No. 260 Eleventh Street; manufacture automobile fire engines and motor vehicles. Capital, 500,000. Incorporators: G. W. Draesel, Charles A. Kunzel, Jr., Frank Tenbert, John C. S. Kelly, Hoboken, N. J.; William H. Kessler, Passaic, N. J.; Paul H. Schmidt, New York.

Indianapolis, Ind.—The H. T. Hearsey Vehicle Co. has been incorporated by H. T. Hearsey, T. M. Staley and F. I. Willis; buy and sell automobiles, etc. Capital stock, $20,000.

Jasper, Tenn.—The Sequachee Handle Works has been incorporated by G. Sherman, A. P. Hall, W. D. Spears, John A. Schultz and Thomas H. Hill. Capital stock, $10,000.

Jersey City, N. J.—The Mercantile Mfg. Co. has been incorporated by Charles E. Stout, James S. Nathaus and Wm. H. Gale; to manufacture motors, vehicles, etc. Capital stock, $100,000.

Kittery, Me.—The Strathmore Automobile Co. has been incorporated by Augustus H. Patterson, D. W. Clark and Joseph O. Banning; dealing in self-propelling vehicles. Capital stock, $1 000,000.

Menominee, Mich.—Scott & Johnson, manufacturers of the patent nipple and spoke grip, have dissolved partnership. J. C. Johnson will continue the business.

New Britain, Conn.—Thompson & Gladding have been succeeded by L. J. Gladding.

North Yakima, Wash.—D. R. Barton. Hardware, sporting goods, etc., has commenced business.

Oneonta, N. Y.—The Winne Mfg. Co. has been incorporated by H. C. Winne, W. R. Bell and J. Kirby; manufacturing and sale of vehicles, etc. Capital stock, $1000.

Portland, Me.—The Atlantic Automobile Mfg. Co. incorporated for the purpose of dealing in self-propelled vehicles, with $500,000 capital stock, of which $60 are paid in. The officers are: President, Horatio Adams, of Kingston, Mass.; treasurer, Enos H. Reynolds, of Brockton, Mass.

San Francisco, Cal.—The California Cycle Co. has been incorporated by S. Green, W. Levy, B. M. Gunzberger, J. O. Malley and M. Lichenstein; manufacturing and dealing in bicycles, automobiles, etc. Capital stock, $5000.

San Francisco, Cal. — The California Wheelmen's Protective Union has been incorporated by C. M. Smith, L. D. Richards, C. J. George, A. C. Harper, C. E. Hall; to buy, sell, house and store wheels, etc., and to protect owners from loss of same by theft. Capital stock, $25,000.

San Francisco, Cal.—The Wilkins Automobile Co. has been incorporated by J. M. Wilkins, Art Wilkins, W. Neumann, Alfred Fuhrmann and Robert Jordan, to make and sell automobiles.

Seaford, Dela.—I. N. Williams, sporting goods, Hardware, etc., business purchased by W. S. Burton, who will continue same at old stand.

Springfield, Ill.—The Diamond Rubber Co., Akron, Ohio, with a capital stock of $500,000, has been licensed to do business in Illinois, with a capital of $15,000.

Sturgis, Mich.—Goff & Favorite, succeeded W. T. Favorite.

Trenton, N. J.—The United States Motor Vehicle Co. has been incorporated by Cornelius J. Field, Willard P. Reid and Frank Harvey Field. Capital stock, $1,000,000.

Vineland, N. J.—Bouten & Bateman are establishing an automobile manufactory.

Changes and Improvements.

Bristol, Conn.—Wm. L. Neubauer has sold out.

Detroit, Mich.—The Sprocket Chain Mfg. Co., dealers in refined malleable castings, have changed firm name to Buhl Malleable Co., same place.

Gilman City, Mo.—R. W. Lumpkins, Hardware, sporting goods, etc., stock purchased by G. M. Salsbury, who will conduct same.

Greenwich, N. Y.—Charles Weston has been succeeded by Cornelius Mealey.

Kimball, S. D.—The Ochsner Hardware Co., Hardware, sporting goods, etc., have moved into larger quarters.

Lisbon Falls, Me.—R. S. Whitney will add automobiles.

Malden, Mass. — W. E. Chambers has closed his store.

Marion, Ohio.—Chas. Kaufman has been succeeded by J. G. Blum.

Millville, N. J.—Harry McQuilkiln has purchased the shop at Second and Broad Streets, formerly owned by D. Hand.

Ottawa, Kan. — The Franklin County Hardware Co., Hardware, sporting goods, etc., have purchased business of the Topping Hardware Co., and will hereafter conduct same.

Palmer, Mass.—E. D. Tufts has relinquished the active management of his store and placed Frank Thayer in charge.

Piqua, Ohio.—The Piqua Handle & Bent Works, employing 170 men, will shortly move to Columbus, Ohio, because of the superior shipping facilities.

Springfield, Mass.—The Springfield Drop Forging Co. have put a new bicycle wrench on the market.

Toledo, Ohio.—The Maumee Cycle Co.; plant sold at Sheriff's sale, for $6750, to F. J. Cheney.

Recent Embarrassments.

Lowell, Mass.—Geo. H. Batchelder has assigned.

Rockford, Ill.—Rockford Cycle Co., involuntary petition in bankruptcy.

Washington, D.C.—The New York Cycle Co., Isaac Katzen, manager, filed petition in involuntary bankruptcy. Liabilities reported at about $6500.

Recent Fires.

Berea, Ohio.—S. Romp, destroyed; small insurance.

Beverly, Mass.—Aveney's bicycle store caught fire from an exploding lamp. Damage about $200.

Brockton, Mass.—Snow Bros. damaged by smoke and water.

Cedar Rapids, Iowa.—Norris & Loring; damage slight.

Cleveland, Ohio.—A disastrous fire broke out in the polishing room of the factory of the Hoffman Bicycle Co. Before the fire was gotten under way the damage to the interior, both by fire and water, was very great. Fortunately, not very much stock was on hand, and the machinery was the principal sufferer. In the stock, polishing, assembling and frame rooms the damage was very severe. It is estimated that the loss on the building will amount to about $6000, and on the stock and machinery to nearly $40,000. Of this about $37,000 is covered by insurance.

Lexington, Ill.—Hineman's bicycle establishment has been destroyed by fire.

Pekin, Ill.—Frank Albertson, severely damaged.

Portland, Ind.—The Albany Mfg. Co., seamless tube mill, has been destroyed by fire, at a loss of $40,000.

South Renovo, Pa.—The Harter Bicycle Co. destroyed. Partially insured.

Stoughton, Mass.—Chapman & Sons Co., slight blaze, loss small.

Digitized by Google

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

This is a movement in the Interest of American Commerce with which YOU SHOULD BE IDENTIFIED.

Write for particulars to

The Philadelphia Commercial Museum,

233 South Fourth Street, Philadelphia, Pa.

NOT What You Pay but What You Get for What You Pay.

LETTER FILE



$1.50 per dozen
Cash with order
Size 11x12½x3

The Best Office Desks at reasonable prices.
THE U. S. DESK & FILE CO., INDIANAPOLIS, IND.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

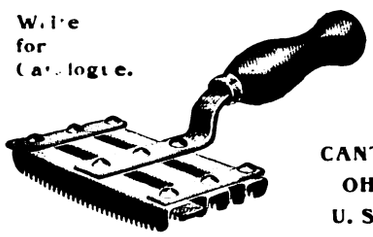
MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

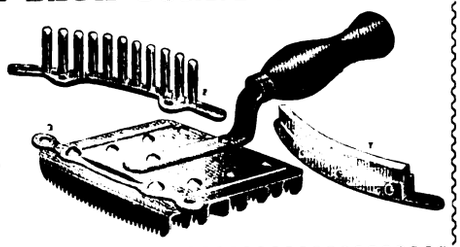
F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both

STIFF and FLEXIBLE BACK CURRY COMBS.

Write for Catalogue.



CANTON, OHIO, U. S. A.



SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.

Cut Nails.
Wire Nails.
Cut Finishing Nails.
Wire Finishing Nails.
Cut Spikes.
Wire Spikes.
Cut Sheathing Nails.
Cut Clinch Nails.
Bellows Nails.
Boat Nails.
Chisel Point Boat Nails.
Boat Rivets.
Washers.
Clinch Rings.
Boat Spikes.
Hand Made Boat Spikes.
Deck Spikes
Swedes Tacks.
Hinge Nails.
Plate Nails.
Chute Nails.
Anchor Nails.
Cut Slating Nails
Wire Slating Nails.
Cut Roofing Nails.
Wire Roofing Nails.
Hoop Nails.
Tile Nails.
Cornice Nails.
Iron Pipe.

Tinned or Common.

Wire Slating Nails.
Cut Slating Nails.
Wire Roofing Nails.
Cut Roofing Nails.

Copper Nails.

Common Nails.
Finishing Nails.
Boat Nails.

Copper Nails.

Sheathing Nails.
Trunk Nails.
Clout Nails.
Shell Boat Nails.
Brads
Tacks, oval heads.
Tacks, flat heads.
Burrs and Rivets.
Slating Nails.
Wire Slating Nails.

Brass Nails.

Wire Slating Nails.
Escutcheon Pins.

Lead Nails.

Slating Nails.
Common Nails.

Zinc Nails.

Slating Nails.

Yellow Metal.

Slating Nails
Sheathing Nails.
Stem Nails.

Slaters' Tools.

Hammers.
Knives.
Rippers.
Bench Stakes.
Roof Stakes.

Composition Spikes.

STANDARD STEEL WIRE NAILS.

SIZES, LENGTH AND NUMBER TO THE POUND.

SIZES.	Length.	Common.	Barbed Common.	Clinch.	Fence.	Finishing	Barbed Finishing	Fine.	Barrel.	Casing.	Smooth Box.	Barbed Box.	Flooring Brads.	Barbed Oval-Head Car Nail. Light	Barbed Oval-Head Car Nail. Heavy.	Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Wire Spikes.	Length.	SIZES.
	¾ in	....	....	....	....	....	....	....	1500	....	....	....	....	....	....	....	714	....	....	2100	....	¾ in	
	⅞ "	....	....	....	....	....	....	....	1000	....	....	....	....	....	....	....	469	....	....	1780	....	⅞ "	
2d	1 "	1200	876	710	....	1558	1558	1550	875	1350	1350	1143	....	....	....	411	411	....	....	1500	....	1 "	2d
3d Fine	1⅛ "	....	....	....	....	....	....	1140	775	....	....	....	....	....	....	....	....	....	....	....	....	1⅛ "	3d Fine
3d Com	1¼ "	720	568	429	....	980	913	....	560	913	913	885	....	....	....	329	251	....	....	....	....	1¼ "	3d Com.
	1⅜ "	....	....	....	....	....	....	....	390	....	....	....	....	....	....	....	....	....	....	....	....	1⅜ "	
4d	1½ "	432	357	274	....	760	584	760	350	584	584	530	....	274	165	209	165	....	274	....	....	1½ "	4d
5d	1¾ "	300	235	235	142	575	410	....	....	410	410	406	....	142	118	142	142	270	235	....	....	1¾ "	5d
6d	2 "	252	204	157	124	350	268	....	....	310	310	299	157	124	103	....	103	204	157	....	....	2 "	6d
7d	2¼ "	196	139	139	92	275	238	....	....	238	238	210	139	92	76	....	....	182	139	....	....	2½ "	7d
8d	2½ "	132	99	99	82	190	164	....	....	170	170	170	99	82	69	....	....	125	99	....	....	2½ "	8d
9d	2¾ "	105	90	90	62	173	149	....	....	150	150	147	90	62	54	....	....	114	90	....	....	2¾ "	9d
10d	3 "	87	69	83	50	137	105	....	....	121	121	121	69	57	50	....	....	83	69	....	50	3 "	10d
12d	3¼ "	66	53	64	38	98	97	....	....	97	97	94	53	47	38	....	....	....	....	....	....	3¼ "	12d
16d	3½ "	51	43	59	30	81	71	....	....	72	72	72	43	43	35	....	....	....	....	....	35	3½ "	16d
20d	4 "	35	31	43	23	71	54	....	....	54	54	53	....	31	26	....	....	....	....	....	26	4 "	20d
30d	4½ "	27	24	....	....	....	....	....	....	46	46	44	....	28	24	....	....	....	....	....	20	4½ "	30d
40d	5 "	21	18	....	....	....	....	....	....	36	36	36	....	21	18	....	....	....	....	....	15	5 "	40d
50d	5½ "	15	....	....	....	....	....	....	....	....	....	....	....	17	14	....	....	....	....	....	12	5½ "	50d
60d	6 "	12	....	....	....	....	....	....	....	....	....	....	....	15	13	....	....	....	....	....	10	6 "	60d
	6½ "																				9	6½ "	
	7 "																				7	7 "	
	8 "																				5	8 "	
	9 "																				4½	9 "	

3¾ lbs. of 4d Common, or 2½ lbs. of 3d Common, will lay 1000 shingles.
3¾ lbs. of 3d Fine will put on 1000 laths, 4 nails to the lath.

Hopkins' "Handy Notes and Queries."

Digitized by Google

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS and WIRE NAILS.
C. C. & E. P. TOWNSEND,
New Brighton, Penn.

SUGAR and COFFEE SCOOPS, Wood Beer Knobs, Escutcheons, Shutter Knobs, AND Novelties in Wood, Metal, etc. . . . Manufactured by
Established 1870.
James F. Martin, 4424-4440 Penn St., Frankford, Phila., Pa.

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

The True American Hand Made
AXES
By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

BEEN WITH YOU FROM THE BEGINNING.
Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND

EXPANSION BOLTS.
Ask for Catalogue B.

Single and Double.
For fastening all kinds of structure to brick and stone work.
STEWARD & ROMAINE MFG. CO.
SOLE MANUFACTURERS, Philadelphia.

"Which Way" Pocket Level

TELLS in an instant "Which Way" your work is out. See? It is the size of a silver dollar and three-eighths thick. Nicely nickeled and polished. To introduce it, will mail one for 70 Cents in stamps or three for $2.00. Caliper Catalogue free.
E. G. SMITH,
COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. **They are money makers!** THE ROOT BRO'S CO., Plymouth, Ohio. a

SALESMAN to sell mechanical rubber goods to Hardware and large factory trade exceedingly liberal commission, exclusive territory. Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New York. 59

SUPERINTENDENT.—Man of ability and tact with $5000 cash to take stock (¼ interest) and position of superintendent retiring on account of sickness from corporation manufacturing metal goods and Hardware specialties. Good business, good standing well established. Rare opportunity for A1 man. Address, with references, PRESIDENT, care HARDWARE, No. 143 Chambers Street, New York. 54

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

SALESMAN eleven years' experience, acquainted with manufacturers, Hardware dealers and general supply trade through New York, New England, Pennsylvania and Ohio is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address J. M. Fisher, Ransom, Kan. 63

AN experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligenae and reliability combined with hard work will be appreciated. Highest references as to ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. A1 reference. Address SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARS, care HARDWARE, No. 143 Chambers Street, New York. 48

A HARDWARE salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care HARDWARE, No. 143 Chambers Street, New York. 47

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No. 143 Chambers Street, New York. 30

PERMANENT situation wanted by a copper, tin and sheet iron worker; 15 years' experience at general job work, mill, factory furnace work, etc. Address, GEORGE HERGET, care of Medart Patent Pulley Co., St. Louis, Mo. 26

YOUNG MAN desires position in a Hardware store; four years' experience; at present employed in large retail establishment; speaks English and German. Address GERMAN, care HARDWARE, No. 143 Chambers Street, New York. 27

Digitized by Google

Situations Wanted.

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

AM with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739 Springfield, Ills. 60

ACTIVE and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "HENRY," care HARDWARE, No. 143 Chambers Street, New York. 61

BY a young married man, position in wholesale house Can keep books. Willing to work in stock. Salary $12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

AS manager or salesman in a first class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. E. M. LEWIS, No. 22*a* Van Nostrand Place, Jersey City, N. J. 22

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York. 11

A YOUNG man, American (20), would like to learn the Hardware business; familiar with tools. Good reforences. Address J. P. A., No. 374 Webster Avenue, Jersey City, N. J 13

A PRACTICAL Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care HARDWARE, No. 143 Chambers Street, New York. 14

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address BOX 93, care HARDWARE, No. 143 Chambers Street, N. Y. 8

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York. 28

BY A PRACTICAL metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind. 5

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade thrcugh the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York. 46

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York. 40

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. 32

Side Line Offered.

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care of HARDWARE, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, LEATHER, care HARDWARE, No. 143 Chambers Street, New York. 62

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. 21

A Business Opportunity.

A GOOD opportunity for small investments, about $5000 of 7 per cent. preferred stock in small corporation doing a profitable business; shares $100 each. Business closely connected with iron and steel interests. Full particulars and references. Address, IRON & STEEL, care HARDWARE, No. 143 Chambers Street, New York. 42

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned $3900 in 1898. MINERALIZED RUBBER Co., New York. 2

Agency Wanted.

MANUFACTURERS' AGENT, with well located store in machinery district in New York, would like to hear from manufacturers wanting a reliable representative; have an established trade and years of experience. Address GEO. W. CHURCH, No. 183 Greenwich Street, New York. 3

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill. a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. BOX 195, Hoboken, N. J. 29

Digitized by Google

WRITE FOR QUOTATIONS



TRUNK, BAG AND DOOR HASPS.
BRASS GOODS MANFG. CO.
102 Third St., BROOKLYN, N.Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING SLEIGH BELLS.

Our Sterling Sleigh Bells made from Copper-Steel, Nickel or Brass Plated are the best Sleigh Bells made that can be sold at prices we are offering them. Buy Sterling Brand and take no substitute. For sale by the wholesale Saddlery and Hardware trade.

N. N. HILL BRASS CO., East Hampton, Conn.

Perfection Ventilator



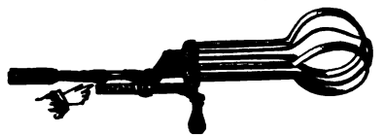
NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation. . . . . .
For information and prices write to

BERGER BROS. CO.,
231 to 237 Arch St., PHILADELPHIA, PA.

EGG BEATERS.

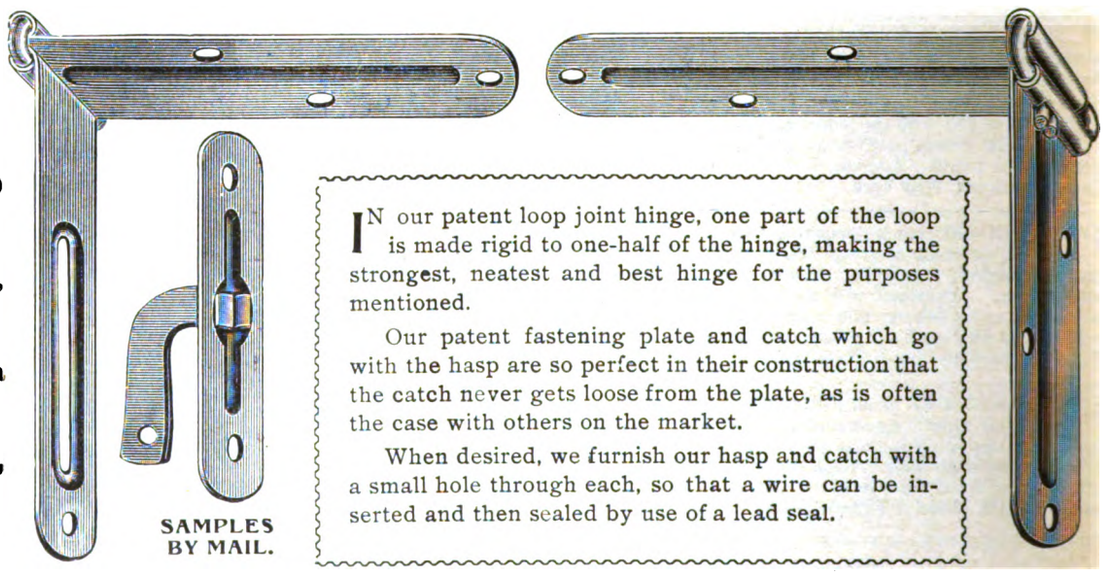
We make the largest line in the world. Send for samples and prices
STANDARD CO.,
33 Haverhill St.,
Boston, Mass., U. S. A.



CARY'S PATENT
HINGE
AND
HASP

Designed Especially for
Fruit Crates, Milk, Egg, Cracker and other styles of Boxes, requiring a hinged cover.

CARY MFG. CO.,
19-21 Roosevelt St.,
NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

"OF VALUE TO ANY ONE WHO IS BUYING."

Brown & Wales, Boston, Mass. [*Iron, Steel, Heavy Hardware, etc*]: I have looked over carefully almost every edition of your journal I have received, and have been much pleased with the information I have found therein. Although our line of business is more in iron, steel and metals and wholesale heavy Hardware, still to a dealer who handles mostly shelf and heavy Hardware, your paper would be a valuable addition to his business and fill the wants of any dealer in the above line. A trade paper well conducted is certainly of great value to any one who is buying to sell goods in this line.

Wm. Quincy Wales.

"INCREASED IMPORTANCE TO THE TRADE."

Carlin & Fulton, Baltimore, Md. [*Wholesale Hardware*]: It is with great pleasure that I add a few words to the many compliments which you no doubt are frequently receiving testifying to the increasing importance of your Journal to the Hardware trade. Its advertising columns are of undoubted advantage to both inventors and manufacturers and of the greatest interest to the dealers throughout the country. Its trade reports, its discussions on varied topics and its editorials, are all well worth perusal by everyone in any way identified with the craft, and wishing you continued success, I remain,

George L. Irvin.

Digitized by Google

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished th dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenter, Ogden's... } 50%
Ship Carpenters " .... }
Railroad " ....

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D.....35c

CARTRIDGES—

Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting 15 & 5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....25&10%
B.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers.....5%
B. L. Caps (for Sturtevant Shells).....5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
"Trap," Nitro Powder...40&10& 10& 5%

GUN WADS—$ 1000—

B.E., 11 up.60c..B.E., 9&10..70c } 20%
B.E., 8.....80c..B.E., 7.....80c.. }
P.E., 11 up.1.00..P.E., 9&10..$1.25 }
P.E., 8....1.50..P.E., 7.....1.50 }

SHOT—

Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.45
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.70
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .40
Buck Shot, 25-lb bags, $ bag...$1.70
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag.$1.73
Chilled Shot, 5-lb bags $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning,
Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1lb each..... .75
Orange Ducking,
Nos. 1, 2, 3, 4, 5, in canisters of 1lb each..... .45
Orange Rifle "Extra,"
F, FF, FFF, in canisters of 1lb each..... .25
F, FF, FFF, in canisters of ½lb each..... .15
F, FF, FFF, in canisters of ¼lb each..... .12

KEG POWDER—

Orange Ducking,
Nos. 1, 2, 3, 4, 5, in kegs of 25lb each..... 8.00
No. 1, 2, 3, 4 5, in ½ kegs of 12½lb each..... 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼lb each..... 2.25
Orange Special,
Nos. 1 and 2, in kegs of 25lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼lb each..... 1.50
Orange Rifle "Extra,"
F, FF, FFF, in kegs of 25lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼lb each..... 1.25
Meal Powder,
In kegs of 25lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder,
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25lb each..... 2.25
Blasting and Mining, "A,"
CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25lb each.....
Blasting and Mining, "B,"
CC, C, F, FF, FFF, FFFF, in kegs of 25lb each.....
Fourth of July Powder,
In kegs of 25lb each.....
Laflin & Rand Smokeless,
10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:
In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder:
Kegs, equal in bulk, to 25lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success.....$ doz. $3.80
Gallen Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....6 %
Steel Drive.....40%
Kohler's:
Invisible, No. 3.....$ gro. $6.00
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe".....9¾c
Armitage's Mouse Hole.....9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..20%

Augers and Bits—

Boring Machine.....70@70&5%
Common Auger Bits.....70@70&5%
Cook's:
Augers.....50@50&10%
Augers, Millwright's.....45%
Auger Bits.....50@50&10&5%
Car Bits.....45%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30, 50&10@60%
Nobles Double Spur, No. 33.....70%
No. 10 Extension Lip....40@40&10%
No. 10 Extension Lip pattern car bit.....40@40&10%
Pat. Car Bits, No. 10.....40%
Pat. Car Bits No. 30.....50&10@60%
Ring Augers.....70%
Jennings' Pattern.....60@60&10%
Snell's Ship Auger Pattern Car Bits.....30&10%
Swan's:
Jenning's Pattern Auger Bits..65%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine ...25%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—

Ames'.....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....25&10%
Ives.....25&10%
Millers Falls, Goodell....15&7½&10%
Swan's.....20%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&5
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00, ...50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....40&10@50%
Mayhew's Diamond $ doz. $1.25..40%
Swan's.....40%
C. E. Jenning & Co.....50%
Ladds'.....60&10%
Mayhew's.....40&10%
Snell's.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood....40% for metal, 60%
Cleveland Wood Bits for Brace 50&5%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood.....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard.....60&10%
Standard Oil Tube Drills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15&10@15&10&5%
Snell's.....30&10%
Watrous'.....40%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg.....50%
Sewing, Com.....88c@$1.00
Should. Peg.....50%
Shouldered Brad.....50%
Socket Scratch $ doz.....$1.10
Stanley Rule & Level:
Handled Brad.....40&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60%
Brad Sets:
No. 42, $10.50; 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders.
Nos. 1, $12; 2, $18; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....40&10%

Axes—

First quality, best brands.$6.00@6.50
First quality, other " $5.35@5.50
Beveled add 25c $ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....33⅓&2½%
Lathing.....33⅓&5%
Shingling.....33⅓&5%
Warehouse.....33⅓&5%
Vulcan Tool Co.....40&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath. Hunters' etc..... } 50&5%
M. C. Orden's:
Broad.....40%
Shingling, Claw, etc.....50
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10 lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.....40%
Large Dial, Class D.....30%

Balances, Sash.

Pullman's.....50&10@6%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Swiss.....60%
Globe (Cone's Patent).....40@40&10%
Silver Chime.....40@40&10%
White Metal.....60&10%

DOOR—

Crank, Cone's.....10%
Gong, Abbe's.....40@40&10%
Gong, Barton's.....40&10@50%
Gong, Yankee.....55&10%
Lever, R. & E. Mfg. Co.'s.60@60&10%
Multi-Stroke.....50%
New Departure.....45@50%

COW—

Com'n Wrought.....60&10%
Kentucky.....70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....25&10%
Moulders.....25&10%

Belting, Rubber—

Boston Belting Co.;
"Boston".....50&10%
"Imperial," seamless, stitched 40&5%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40%

Digitized by Google

Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40& 0%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....2%
Millers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, ₱ lb.....10½c
Standard ₱ lb.....10½c
Manila, ₱ lb.....12 c
Pure Manila, ₱ lb.....13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3.....33⅓%
Excelsior..₱ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Forhans Improved Star Tenon ₱ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Washburn's Plate ₱ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60&10@70%
Eddy's.....10&10%
Hartz' Steel.....4%
Iron Strapped.....70%
Rope Strapped.....60 &10%
L. V. Sheaves.....50%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.60&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....70&10%
Wrought Square.....70%
Wrought Shutter, Standard list..60%
Wr't Sunk Flush, Sargent's list. 50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%
Wrought Spring, H. & B.....75%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....60@60&10%
Machine.....60@60&10%
Carriage, Common.....50&10@60%
Norway Iron, list Oct '84....75&10%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96. 65%
Bay State, Fluted.....65%
Eagle Phila., list Feb. 26, '96....75%
Norway, Phila., list Feb. 26, '96. 70%
Common, list Feb. 28, '83.....65%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....65%
R. B. & W., Plow.....60%
Stove.....65%

MISCELLANEOUS—

Sink.....65%

Bone Mills—

Enterprise.....25@30%
Stearns.....4%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@20%
Ives'.....25&10%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'.....	$3.75	$3 33
Jennings'.....	3.10	3 75
Millers Falls.....		7.50 15&10%
Snell's, Rice's Pat.	2.60	2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots. 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty....70@70&10%
New Haven Ratchet.60&10@60& 10&10%
Spofford.....60&5@60&10%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....70&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list..75@75&10%
Shelf, Fancy, Sargent's list.60&10@ 60&10&5%
Window Screen Corner.....70&10%
Reading, plain.....70%
Reading, Rosette.....70%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works.40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96. 25& 10@25&10&5%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns. 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&1 %

WROUGHT STEEL—

List, April 1, 1895.
Bronsed Inside Blind Butts..50@ 50&10%
Bronsed, Narrow.....50@50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 60%@70%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....75%

Can Openers—

American.....₱ gross $1.75@$2.00
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle, ₱ gr....$2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ₱ doz. $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz. $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Mont'g's "Excelsior," $6.00 ₱ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.....30%
Socket.....₱ doz. $1.77@2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen. } Cyco-Bearing
Crystal. } Cyco-Bearing
Gold Medal.... } Cyco-Bearing
Grand..... } Cyco-Bearing
Grand Rapids. } Cyco-Bearing
Hall..... } Cyco-Bearing
Prize..... } Cyco-Bearing
Premier..... } Cyco-Bearing
Superior..... } Cyco-Bearing
Welcome..... } Cyco-Bearing
..₱ doz. $27.00
..₱ doz. $36.00
..₱ doz. $24.00
..₱ doz. $36.00
..₱ doz. $22.00
..₱ doz. $60.00
..₱ doz. $24.00
..₱ doz. $24.00
..₱ doz. $24.00
..₱ doz $24 00
Club.....₱ doz $14.00
Crown Jewel, japan finish, ₱ doz $19.00
Crown Jewel, nickel, ₱ doz. $31.00
Furniture Protector, Japan.....₱ doz. $22.00
Furniture Protector, Nickel.....₱ doz. $24.00
"Standard A," Jap...₱ doz. $20.00
"Standard A," Nick..₱ doz. $22.00
Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.....₱ doz. $2.00
Child's.....₱ doz. $2.50
Little Daisy.....₱ doz. $1.50
Little Jewel.....₱ doz. $4.00
Little Queen.....₱ doz. $3.50
Misses.....₱ doz. $9.00
Quantity rebates on application.

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net $18.00
"Criterion," ₱ doz. net.....$16.00
"Popular," ₱ doz. net.....$12.00
"Sovereign," Jap. ₱ doz. net.$17.00
"Sovereign," Nic. ₱ doz. net $19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior.....	$ 9 00
Eureka.....	$12.00
Champion.....	$17.00
Our Leader.....	$18.00
Unrivalled, Broom-Action, Jap.....	$18.00
Unrivalled, Broom-Action, Nic.....	$20.00
Star, Broom-Action, Jap....	$19.00
Banner, Broom Action, Jap.	$20 00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid Broom Action, Jap..	$20.00
Rapid Broom-Action, Nic..	$22.00
Select, Broom-Action, Jap..	$20.00
Select, Broom-Action, Nic...	$22.00
Easy, Cam-Action, Jap.....	$20.00
Easy, Cam Action, Nic.....	$22 00
Common Sense, Cam-Aotion, Nic.....	$24 00
Our Best, Cam-Action, Nic..	$24.00
Majestic Cam-Action, Nic..	$24.00
Imperial, Broom-Action, Nic.....	$24.00
Grand Republic, Broom Action, Nic.....	$33.00
Mammoth, Broom-Action, Nic.....	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).....50&10%
Plate.....70&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70@70&10%
Store Truck.....55%
Swivel Truck.....30%
Tucker's Patent, low list.....70%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....60%&5%
Sargent's.....70&10%
Weltons.....70&10%

COW TIES—

American.....40&10@50%
Covert Mfg Co.:
Jute.....40@45%
Manilla.....40@45%
Sisal.....40@45%
Triumph.....40@45%

Chain—

American Proof Coil, in 1000-lb lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$8.00	6.25	5.25	4.50	4.35	4.25	4.05	4.00

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Monarch, Sash.....60%
Triumph, Coil.....60%
Triumph, Halter.....40%
Covert Mfg. Co. Chains.....40@45%
Covert Mfg Co. Halter Chain 40@45%
Covert Mfg. Co. Heel Chain.40@45%
Galvanized Pump Chain, with Buckets.....5c
German Coil, list July 24, '97.60@ 0 &10%
German Halter Chair, list July 24, '97.....60@60&10%
Jack Chain, Iron.....5 ⅝@70%
Jack Chain, Brass.....50&10&10%
Oneida Halter Chain.....50@50&10%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&10%
C. E. Jennings & Co. No 70....25&10%
Jennings & Griffin Mfg. Co....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Roy.....60&10%
Buck Bros.....30&10%
Butchers'.....$4.75@$5.00 to 5
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....33⅓&10%
Spear & Jackson's.....30 to 5
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ₱ lb.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00....25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50. 25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

Digitized by Google

Adjustable, Stearns'.....30%
Malleable, Stearns 75%
Cabinet Makers or Quilt Frame, Sargent's.....50%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's..50&10%
Carriage Makers' Stearns...10@50&10%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $4.00
Star Socket.....₩ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00..15%
New '98, Chicago..Each $8.75...15%
TOILET
Chicago Flexible Shaft Co.'s:
Mascot .....₩ doz. $7.50 net
Monitor.....₩ doz. $3.00 net
Stewart Pat.....₩ doz $9.00 net

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@70&10%
Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....35&10%
Starrett's Fay's Patent Spring Calipers and Div...35&10%
Wright's 33⅓%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.40&10%
Samson .....₩ doz $10.00
Williamson's.....40%

Corn Hooks -
Kretsinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....10%
Wadsworth's.....35@35&10%

Counter Sinks—
Mayhew's Diamond 40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96... ...21&10%
Kohler's.....8⅓⅓@40%
New York Stamping Co. List, Sept. 17, '97.....37½@40%
Perfect.....33⅓@40%
Rubber, ₩ doz. $7.50.....25@25&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather 40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....60%
Home.....45&1 @45&10&10%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil)...50&10@50&10&10%
Gem (Coil), list Oct. '95 .....20%
Rubber, complete, ₩ doz. $5.50. 70@75%
Star (Coil), list Oct. '95.....30&10%
Torrey's Rod, 39 in, ₩ gro.....$15.00
Torrey's Rod, 43 in., ₩ gro....$42.00
Victor, Coil.....60%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous .....30&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Mann ers.....6 ⅔%
Blacksmiths' 65%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....20@50%
Breast, Millers Falls, each $3.00 15&10%
Clamp.....20%
Ratchet, Billings' Dore Acting.....33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's ...20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....60%
Upright, B. & P. 50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz, $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro $7.50
Extra Family Size....₩ doz. $2.00
Keystone 33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5 .....₩ gro. $5.50
Dover, No. 10.....₩ gro. $7.00
Dover, Steel Handle No. 10, ₩ gro.....$7.00
Dover, Extra Heavy, No. 15, ₩ gro $12.00
Rival, ...₩ gro... $9.00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 10, ₩ lb .....10c } 20%
No. 54 to 150, ₩ lb.....12c }
Flour, ₩ lb.....8c }

Enamelline—
No. 4, ₩ gro..... .....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—
Wood 25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00 net
Westenholm's, ₩ doz. $3.25.....10%

Faucets—
Brass Globe Cocks..... 60@60&10%
Brass Racking ..... 60@60&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Fravy's Pat. Petroleum. 70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock Key.....40%
John Sommer's "Eclipse," Lock..40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Files—
DOMESTIC—
New List, June 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's superfine.....25@30%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files...30@35&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....35&10%

Fluting Scissors—
List 45%

Forges:
Boynton & Plummers.....60%

Forks—
Champion, Hay, 4 tines.....66⅔%
Champion, Manure.....7 %
Columbia, Hay.....65%
Columbia, Manure.....70%
Columbia, Spading.....70&5%
Iowa Farming Tool Co.:
Barley.....67½ & 2½%
Victor, Hay.....65%
Victor, Manure. 70%
Victor Header.....67½&2½%

Freezers, Ice Cream—
Blizzard.....70%
Gem.....60%
Improved Arctic.....70%
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....60%
White Mountain.....60%

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....7 @70&5%
Polished, regular goods...70&10@75%
Standard List.....70&10@75%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft., $4.50 .....25%
Common Cotton Fuse, ₩ 1000 ft. $4.75.....25%
Single Taped Fuse ₩ 1000 ft. $8.00 25%
Double Taped Fuse...₩ 1000 ft. $10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Patch..... .....35&10%
Clapboard .....35&10%
Marking, Mortise, &c.....60&10@ 60&10&10%
Stanley's.....60&10%
Stanley's Chisel.....35&10%
Starrett's Surface, Center and Scratch .....35&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....35%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins..... .....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.80..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Cozert Mfg. Co. Rope Halters,45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75 .....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&10@40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&7½%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&7½%
Other Brands.....40&7½%
Sargent's New List.....4 @40&10%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10%
Warner & Nobles New List.....35%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb..... ₩ lb 4c } 70&7½%
3 to 5 lb..... ₩ lb 3½c }
Over 5 lb.....₩ lb 20c.....70&10%
Heavy Weights.....70&10%
Wilkinson's Smiths....9½c@10c₩ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb
Chest Handles, Stearns, No. 130.07%

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

50&10%

Digitized by Google

Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....50&10@60%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....50@5"&10%
Japanned, with Nuts....45&1[illegible]%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....₩ gr. $3.25@3.50
Auger, large....₩ gr. $3.00@3.25
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10%
No. 2 to 3⅛....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Cross cut....50%
File, assorted....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
American Trackless....33⅓&2 %
Barn Door, old pattern....60&10%
Barn Door, New England...66⅔@70%
Barry, $6.00....50&10%
Best Anti-Friction....60&10%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60%
Covered....50&10@50&10&10%
Special....50&10@60&10%
No. 50....50&10@60&5%
(New Model) Tinned....30&10@40%
Parlor, Standard....40&10&5%
Manhattan....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs....60&10%
Richards' Single Track Steel. 40&10%
Richards' Anti-Friction....50%
Stearns:
Single Track, No. 5....30&2%
Gem....60%
Royal....60%
Challenge....60%
Warner, 1 and 2....40%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60%
Magic....50%
Matchless Covered....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door....50%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&10%
Wilcox....40%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz....40&10%
Wrought....85&10&5@90%
Wrought, Stanley....85&85@10%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Wadsworth's....40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T..75@75&5%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate, Rolled Raised } 70&10%
Plate Hinges "Providence" 6 to 12 in. ₩ lb, 5c. 14 to 36 in. ₩ lb, 4c.
Screw Hook and Strap. 6 to 12 in., ₩ lb.. 3¼@3½c; 14 to 20 in., ₩ lb.. 3@3¼c; 22 to 36 in., ₩ lb.. 2¾@3c

STRAP AND T HINGES—
Light Strap Hinges...60⅔@66⅔&10%
Heavy Strap Hinges....70@70&10
Light T Hinges....50&10@60
Heavy T Hinges...60&10@60&10&10
Extra Heavy T Hinges....65⅔@70%
Long Chest Hinges....45@50%
Hinge Hasps....45@50%
Crate Hasps....45@50%
Crate Hinges....66⅔@70%

SPRING HINGES—
Bommer's....50%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....60%
Keil's American....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro....$7.50
New Idea, No. 2, ₩ gro....$18.00
Rex....₩ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....75&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....55%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....70%
Vigilant....50&10@50&10&10%
Stearns....75%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acme....30&5%
Acme, Brass....20%
American....30%
Columbia, No. 14....₩ gro. $8.00
Columbia, No. 18....₩ gro. $24.00
Crown....30%
Gem....33⅓%
Knoxall....₩ gro. $9.00
Oxford....30%
Wiles' No. 1, ₩ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....₩ doz $12.50, 50%
Clark's Nos. 1, 2, 3....50&10@60&10%
N. E...₩ doz $7.80....60%
N. E. Reversible....₩ doz $5.80 60%
N. Y. State..₩ doz $4.90....60%
Shepard's Nos. 1, 2, 3....60&10%
Western, ₩ doz $4.20....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....60%
Parker....70&10%
Sargent's Nos. 1, 3, 5, 11, 13...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5, 70&5%
Double Locking, Nos. 20 and 25..70%
Empire, Nos. 101 and 103....70%
Niagara Gravity Locking, Nos 1, 3 and 5....70&10%
Noiseless, Nos 50, 60, 65 and 55..80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30....40&10%
Stanley's Rolled....3[illegible]&10%
Stanley's Rolled Center....3[illegible]%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—

HANDLED—
Crescent Cultivator....75&10%
Crescent Double-Bit....75&10%
Crucible Cut-Easy....75&10%
Cotton....75&10&10&5%
Dunlap's Boys', Ladies', Toy....30%
Garden....8 %
Ladies' and Boys'....75&10&10%
Mortar....75&7½%
Iowa Crucible Socket....75%
Planter's....70&30%
Warren Hoe....60%
Weeding....75%

EYE—
Grub....75%
Sandusky Tool Co., S. & O. Pat. 60%
D. & H. Scovil....35%

Hog Rings and Ringers—
Hill's:
Rings....70&10%
Ringers....70&10%
Kohlers, Horse Nail, Ringers, ₩ gro. $9.00
Perfect Rings....₩ gro. $7.00@$7.50
Perfect Ringers....₩ doz. 80c

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agat[illegible]....4[illegible]&1 %
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED-WARE—
Boilers and Saucepans....50@50&10%
Maslin Kettles....70@70&10%
Tinned Boilers and Saucepans.. 50@50&10%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75%
Manure....50%
Iowa F. T. Co.'s Clam....70%

BUSH—
Jennings & Griffin's....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....₩ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....20%
Hammock Hooks, E. C. Stearns, ₩ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%
Humason & Beckley....80&10%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works: Self-Locking Gate and Door Hooks....60&20%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron 70@70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	25c	22c	21c	21c.

40&10%
American, all sizes, 10½c....net

Nos.	6	7	8	9	10	
Ausable	23c	23c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K.	23c	23c	22c	21c.	21c	40%
Capewell	19c	18c	17c	16c	15c.	10&5%
Champlain	26c	25c	25c	24c	23c	40&5&2%
Clinton Fin.	19c	17c	18c	15c	14c.	30&5%
Essex	26c	26c	25c	24c	23c.	40&10@50%
Lyra, all sizes						9½c., net
Maud S	25c	23c	22c	21c.	21c	50&10&5%
Neponset						40%
Northw't'n	25c	23c	22c	21c	20c.	25@35&5%
Putnam	23c	21c	20c	19c	18c.	33⅓%
Snowden.	9½c	9½c	9½c	9½c	9½c., net	
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's...$3.35@$3.50
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$4.75@$5.25
Gibbs' Rubber Cush'd, ₩ set, $1.50
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$6.50@$7.50
Perkins Improved Snow....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....50&10&5%
"Imperial"....50&5%
Competition....75@75&10%
Extra....60&10@60&10&10%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10@70&10&5%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₩ doz. $12.00
Ice Crusher, No 3, ₩ doz. $3.00
Ice Crusher, No. 2, ₩ doz. $6.00
Ice Crusher, No. 1, ₩ doz. $20.00
Ice Tools....₩ doz. $4.00
Sargent's Ice Awls....50%
Snell's....50%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00.... 25@30%
No. 34....₩ doz. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. ₩ doz. $1.80....30%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....30%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr....$1.25@$1.50
Carriage, Jap....₩ gro. 80c, 60&10%
Door Knobs, Hemacite....40%
Door Mineral, R. & E. list ...45&10%
Door Por. Jap'd " " ....45@10%
Door Por. Nickel " " ....45&10%
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98, 40%

Digitized by Google

Latches—

Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....4(@4&10%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$4.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..35%

Leaders—

Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths....₩ ℔ 6¾c
" " cut leng hs ...₩ ℔ 7¼c
Lead Pipe, Tin Lined.....₩ ℔ 12½c
Block Tin Pipe.....₩ ℔ 37½c
Sheet Lead, full rolls.....₩ ℔ 7¾c
" " cut rolls.....₩ ℔ 8½c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $5.35 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 20&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hdw. Co.....40%
Sargent & Co.....40%
Yale.....net prices

CABINET—

Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
" Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—

American.....30%
Nos....1 2 3 4 5
Each.$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $3.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $30.....60%
Little Giant.....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge ₩ doz...45@45&10%
Nos..... 1 2 3
$23 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name.....₩ ℔..15c
Mystic.....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@80&5%

FIXTURE—

Brass Head, Combination list....50%
Brass Head, Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Cyclops.....35%
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....27½%
Cannon's Diam'd Point ₩ gr. $12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3..00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $4.80
Hex, off list.....$4.80
Hot Pressed, Square, off list..$5.00
Hex, off list.....$5.40

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&5t@30%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ ℔.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ ℔..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, 1/6 to 5-16 edge ₩ ℔:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$13.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x½ to 1½, ₩ ℔..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60&5%
"Excelsior" Self-Vulcanizing, Pure per ℔ 70c.....30&5%
Extra.....60&5@60&10&5%
Standard, Fair Quality..70&10@75%

MISCELLANEOUS—

American Packing.....8c@10c ₩ ℔
Cotton Packing.....13c@14c ₩ ℔
Italian Packing.....10c@12c ₩ ℔
Jute.....5c@5½c ₩ ℔
Russian Packing.....10c@12c ₩ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 8.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.25@7.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon .....₩ gro. 8.75
Mascot, Round.....₩ gro. 8.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%

IRON PLANES—

Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....25&10%
Steer's Iron Planes.....50&10%

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....20&5@25%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....30%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Machinist's.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ ℔ 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@15%
2 qt., ₩ doz. $1.15; ₩ gr. $12.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12 00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20....₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.00
Iron Handle, No. 38...₩ doz. $ 7.00
Ryan's.....₩ doz., $20.00, 25%

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70%
Vaughan's, 10 to 12 inches.....60%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

Digitized by Google

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $3.50 net
Diston's Combined Pruning Hook and Saw...₱ doz $15.00, 25@25&10%
Diston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry't:
Pruning Shears.....10&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3.50
American, No. 33.....₱ doz. $4.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60%
Brass Screw.....40&10%
Ceiling.....60@10&5%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, per doz., 4-inch, $3.75; 6 inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, per doz., $6.00.....50&10%
Hay Fork, 5-1.. Solid, $5.70.....50%
Hot house.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....60%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....65@65&10%
Pitcher Spout, Best grades....70&10%
Pitcher Spout, Cheaper Goods, 80%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$18.00
No. 8, Fig. 336, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 533, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 2½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....$10.00
No. 103, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$13.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 433, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	⅛	⅝	⅜
Barn Door, Light, In. Per 100 feet	$1.40	1.95	2.50

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:
Angular, per foot, 6c.....70%
Double Flange, per foot, 8c....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 13.. ₱ foot, 8 c
Double Braced.....₱ foot, 3½c
Lanes':
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.65
Standard, 1¼ in.....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Stee', Brass Plated, per foot.....5½c
Sliding Door, Wr't Brass, 1½ n. ₱ ₱, 35c.....10@30%
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Cast Steel, Association goods.75&10%
Fort Madison Red Head Lawn, $3.25
Ft. Madison Blue Head Lawn, $3.00
Gibbs':
Acme.....net ₱ doz. $4.00
Boss, Garden, 14 teeth, net ₱ doz. $3.60
Boss, Garden, 18 teeth, net ₱ doz. $3.75
Canton Lawn Rake...₱ doz. $3.50
Crown Lawn, No. 1.....₱ doz. $3.50
Hustler, No. 0.....₱ doz. $3.80
Lawn Rake.....₱ doz. $4.75
Kohler's:
Lawn Queen, net ₱ doz. $3.2 @$3 15
Lawn Queen, Impr'd, net ₱ doz.
20-Tooth.....$3.50@$3.60
24-Tooth.....$3 60@$3.75
Jumbo.....net ₱ doz. $7.0 @$9.00
Paragon....net ₱ doz. $3.35@$3.50
Malleable.....75%
Oneida Lawn.....doz., $6.00
Peerless Socket and Shank 70&16⅔&10%
Prize Bow-Brace.....70&25%
Queen City.....33⅓&5%

Rasps, Horse—
Diston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—
HOT AIR—
New List, Feb. 1, 1899:
Black Japanned.....80%
White Japanned.....25%
Bronze finishes.....30%
Electro-plated.....30&10%
Nickel plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40@40&10%
Hose with burrs.....40@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....60%
Thousand, in bulk.....60%
Thousand, in papers.....60%
Coopers, in bulk.....60%
Block, and Carriage, in papers.60%
Hame.....60%
Belt with burrs, tinned or copper.....60%

Rivet Sets—
Regular list.....70@70&10%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....60%

Rope
Cotton Rope, Best, ¼ in. and larger.....₱ ₱ 13 @14c
Medium, ¼ in. and larger.....₱ ₱ 10 @12c
Common, ¼ in. and larger.....₱ ₱ 8½@10c
Jute Rope.....₱ ₱ 6c
Manila:
7-16 in. and larger..₱ ₱ 12@12½c
⅜ in.....₱ ₱ 12½@13c
¼ and 5-16 in.....₱ ₱ 13@ 8½c
Hay Rope, Med.....₱ ₱ 12 @12½c
Sisal:
7-16 in. and larger....₱ ₱ 9½@10c
⅜ in.....₱ ₱ 10@10½c
¼ and 5-16 in.....₱ ₱ 10½@11c
Med. L'th Y'rn.....₱ ₱ .9@9½c
Hay Rope.....₱ ₱ .9½@ 0c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10%
Ivory.....40&10@40&10&10%

Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....60&10%
Starrett's Rules and Straight Edges, Steel.....25&10%

Sad Irons—
Chinese Laundry.....₱ ₱ 4½c
Chinese Sad.....6½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ₱ 2¾@3c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 30%
Self-heating, Tailors' ₱ doz$22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $5.50
Sensible, Tailors'.....₱ ₱ 3½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10@60%
Garnet Paper.....30@30&5%
Sand and Emery Paper.50&10@60%

Sash Chain—
Giant.....40%
Monarch.....50%
Red Metal.....40&10&10%
Steel.....40&10&10%

Sash Cord—
Cable Laid Italian Sash...₱ ₱ 14@15c
Cable Laid Russia....₱ ₱ 13½c@14c
Common India.....₱ ₱ 8½c@ 9c
Common Russia Sash. ₱ ₱ 13½c@13c
Patent India.....₱ ₱ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ₱ 30c
"Samson" Braided Drab, Cotton.....₱ ₱ 35c
"Samson" Braided Italian Hemp.....₱ ₱ 33c
"Samson" Braided Linen, ₱ ₱ 55c
Silver Lake:
A Quality, Drab.....₱ ₱ 40c. 15@15&7½%
A Quality, White.....₱ ₱ 30c. 15@15&7½%
B Quality, Drab, ₱ ₱ 35c..... 15@15&7½%
B Quality, White ₱ ₱ 30c..... 15@15&7½%
United States:
B Quality.....₱ ₱, 18c
C Quality.....₱ ₱, 15½c
White Cotton, Hard Braided. ₱ ₱ 16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....0%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Safety.....70&10&5%
Davis, Bronze, Barnes Mfg. Co...60%
Elting's Ventilating.....40@50%
Fitch's:
Iron.....70%
Bronze and Brass.....60&5%
Gale's Automatic, List, Nov., '97.60%
Ives' Patent:
Wrought Steel.....62½%
Bronze w. Knob.....62½%
Wrought Bronze and Brass....60%
Cast Iron.....66⅔%
Cast Bronze and Brass.....66⅔%
Payson's Perfect.....70%
Reading.....60&10&10@70%

Sash Weights—
Small lots.....₱ ton, $20.00@$21.00
Ton lots at factory.....$17.00@$19.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&5&5%
National Specialty Mfg. Co.....20%

Saws—
Atkin's:
Band.....50@50&10%
Band 2 to 4 in. Wide.....60&10%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....40%
Gang.....50&10%
Hand, Panel and Rip.....40&5%
Wood.....40&10%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 2 in. to 14 in. wide.....60%
Band ⅛ in. to 1¾ in.....70%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....30%
Wood Saw Blades.....40%
Wood Saw Rods.....15%
Hand Saws, Nos 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 7½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....30%
Hand Panel, Rip and other Saws 35%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....35&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....35&10%
Star, Butcher.....35%
Woodrough & McFarlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete'.....40&10%
Saw Blades.....40&10&10%
Star, Saws and Blades.....35%

Saw Filer—
Diston's D8 Clamp and Guide $3.00 ₱ doz.....35%

Saw Frames—
C. E. Jennings & Co.....30%
Red, Polished and Varnished...₱ doz.. $1.00@$1.10
Richardson's Wood.....net
White Vermont..₱ gro..$8.50@$9.00

Saw Sets—
Atkin's:
Criterion Saw Sets ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Diston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross-cuts Nos. 3 and 4, $22.00; No. 5, $21.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain....$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....35%
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $2.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....35&5@40&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....60%

Screw Drivers—
Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40%
Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard, low list.....60%

Digitized by Google

C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....50@50&10%
Screw-Driver Bits....₩ dos., 50@75c
N. E. Specialty Co.'s.....50&10%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.70&10%
No. 86.....75&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....10%
Magazine.....25%
Model lists.....10%
Bradley's Pat.....½ ½c
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

Brass, Flat Head..... 77½&10%
Brass, Round Head.....72½&10%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75&10%
Coppered, Round Head.....72½%
Drive Screws, Diamond Point 82½%
Iron, Bright Flat Head.....82½%
Iron, Br't R'd & Oval Head.....70%
Nickel Plated, Iron Flat Head..72½%
Nickel Plated, Iron R'd Head..72½%
Silver Plated, Iron Flat Head..72½%
Silver Plated, Iron R'd Head..72½%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....60%
Iron, Round Head.....60%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895.70@70&10%
Hand Rail.....75@75&10%
Lag Screws. List Jan. 30, 1895.
Cone Point.....70&5@70&10%

BENCH, HAND, ETC.—

Bench, Iron, ₩ dos., 1 in., $2.75; 1¼, $3.00; 1¼, $3.50
Bench, Wood, Beech, ₩ doz $2.00@2.20
Chair.....60&10%
Hand, Wood.....30&10@40%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's...70&10&10%
Piano Stool.....60%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....4%
Grass.....4%
Scythe Snaths.....60%

Seeders—

Raisin, Enterprise.....2@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs, ₩ doz. $3.75
Clauss:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors.....40%
Shears Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning See Pr'ning H'ks & Shears.
Seymour's List, Dec., 1881.
60&10@60&10&10%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1882.50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895.
60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....60@60&10%

Shells—

See Ammunition

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Polished, Sp. or Rd. Point, D or L Handle:

	A1. 1st Grade.	B2. 2d Grade
Plain Back...	$9.30	$8.40
Strap Back....	8.70	7.80
Cleveland Pat'n	9.00	8.10
	C4. 3d Grade	D4. 4th Grade
Plain Back...	$7.50	$6.90
Strap Back....	6.90	6.30
Cleveland Pat.n	7.20	6.60

All other siz sadd 30c doz. Black deduct 30. coz.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&10%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ dez. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

D'sston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9.50
Kraut Cutters, 36x12, 40x 2.....40%
Enterprise.....2@.0%
Enterprise Mfg. Co.....20%
Tucker & Dorsey:
1 Knife.....₩ gro. $15.00@$18.00
2 Knives.....₩ gro $20.00 @$27.00
Kraut Cutters.....50@50&10%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....65%
Cockeyes.....70&10%
Covert Mfg. Co.....45&2@50%
Fitch's:
Bristol.....40&10%
Champion.....40&10%
Clipper.....60&10&2%
Empire.....10&5%
National.....50&5%
Security.....40&10%
Victor.....60&5%
German, new list .40&10@40&10&10%
Sargent's:
Patent Guarded.....70&10&10%
Covered Spring.....60&10%
Open Spring.....70@70&10%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....
Derby Snaps.....
} 45&2%

Soldering Irons—

Covert Mfg. Co.....35&2%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 5& &10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

TINNED IRON—

Basting, Cen. Stamp. Co's list. 75&10@80%
B. R. Noyes Meat Forks..50&10@80%
Buffalo S. S. & Co.....33⅓&2%
Solid Table and Tea, Cen. Stamp. Co.'s list.....70&25%

SILVER PLATED—

4 mos. or 5% cash 30 days.
Holmes & Edwards Silver Co..60%
L. Boardman & Son.....Catalogue "O"—net List
Meriden Brit. Co. Rogers Bros. 40&10%
C. Rogers & Bros.....40&15%
Rogers & Bro.....40&15%
Wm. Rogers Mfg. Co.....60%
Simpson, Hall, Miller & Co.....40&5%

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue "C".....net List.
Nickel Silver, Catalogue "C" net List
Britannia.....60&10%
German Silver.....60&10%
German Silver, Hall & Elton..50& 5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver...60&5%
22% Rogers' Nickel Silver....50&5%
Rogers' Silver Metal.....50&10&5%

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.50&10%
Nickel-Plated.. } 75&10@75&1 &10%
Steel and Iron.. }

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Chatillon's.....30%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .....90@90&5%
Carpet Tacks:
American, Blued.90&10@90&10&5%
American, Tinned90&10@90&10&5%
Swedes Iron Tacks:
S. S.....90&10%
Bill Posters' and Railroad Tacks:
S. S.....90&25%
Common and Patent Brads.....75%
Finishing Nails.....75%
Gimp Tacks:
S. S.....90&30&5%
Hungarian Nails, Steel.....80&5%
Lace Tacks.....
S. S.....85&20%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&5%
Trunk and Clout Nails:
Steel, Black.....75&10%
Steel, Tinned.....75&10%
Upholsterers' Tacks:
S. S.....90&30&5%

MISCELLANEOUS—

Double Point, in dozens.....90&5%
Double Point, in bulk.....10%
Ma ting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, per dos., net.....$1
" " 2, " " ..1.50
Little Jack.....₩ dos. $1.00

Tapes, Measuring—

American Ass'n Skin...40&10@50%
Leather Case.....25@25&10%
Steel.....85⅓@40%
Unestermans.....35&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..30&10%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, list Jan. 20, 1897.....70&10@70&5%

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.96

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....70&10@70&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.75
D. H. Fork, Steel Regular, each .85
Double Grapple Fork, each...$3.50
Double Rail Steel Track complete with clamps, ₩ ft..... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, ₩ doz.$1.90
Floor Hooks, ¾ in. ₩ doz. .70
Floor Pulley, Wood Sheave, Fig. 486, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .65
Hanging Hooks for Single Steel Track, ₩ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .56
Hanging Hooks for Wood Track, 14 in. ₩ doz..... .65
Malleable Frame K. P. Pulleys, Fig. 575 ₩ doz.....$3.40

Digitized by Google

Malleable Rafter Brackets, ₩ doz..... .40
Nellis Fork, each.....$1 60
New Myers Iron Rod Car.....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.....$3.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$2.25
Rope Hitch. ₩ doz.....$1.75
Single rail Car, Single Steel T. $3.50
Single Rail Steel Track with clamps, ₩ ft..... .10
Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1 85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 5@ 0&10%
Crescent .....7@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Blake's Patent.....60@60&10%
Enterprise Mole.....15%
Newhouse.....5(@50&10%
Oneida Pattern.....75&5@75&10%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....₩ doz. 65c
Improved Rat.....₩ gross, $12.50
New Rat.....₩ gross. $12.50
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ doz $2.50,15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire. ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c@9c
Schuyler Rat Killer, No. 1 ₩ gro., $13.50; No. 2 ₩ gro., $16.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mat Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.25.....₩ gr. $13.50
Electric Rod.....₩ gr. $16.50
Globe.....₩ doz., $1.25; ₩ gr. $13.50
Harper....₩ doz., $1.75; ₩ gr. $16.50

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden 40%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....70%
Sargent's Garden, No. 15.....50%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....50&10@50%
V. W. & W.....60%
Fisher Norris.....15&10%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60&10%
Adams, Diamond.....40&10%
Bonney's Champion.....40@40&10%
Fisher & Norris Double Screw 15&10%
Holland's.....40@40&10%
Howard's.....40@40&10%
Little Giant Bench.....25&10&5%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10@50&10&10%
Ball Clamp.....45@45&10%
Gravity.....10% net
Hand.....15@15&10%
Moore's.....20%
Parker's.....20@25%
Oval Slide.....50&10%
Victor.....30%
Gypsey.....35%
Plexix.....3 @25&10%
Prentiss.....20@25%
Sargents.....70&10%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40&5@40&10%
V. W. & W. Parallel.....40@40&10%
Coach Makers.....40@4 &10%
Oval Slide.....50&10@50%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 2 & $15,00...40&10@50%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3 .50 @50&10%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Tacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....75%
Bright Wire Goods, New list... 80@80&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...70@70 &5%
Cop'd, Nos. 6 to 16 ....67½@67½&5%
Galv., Nos. 6 to 16.....6.½@67½&5%
Tin'd, Tinned list Nos. 6 to 15... 7.@70&.½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos. 27 to 36, 75@75&10%
Picture Wire....New list 70@70&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ ₺.....60@70c
Stub's Steel Wire.....$6.00 to $ 80%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting....80&10%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$3 00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....8%
Iron, Galvanized.....3%

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.60

Wrenches—

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$3.00@3.30
Alligator.....70%
Baxter's.....65&10@70%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder or Gas Pipe.....25%
No. 3 Pipe, Bright.....30%
Patent Combination Black.40&10%
Patent Combination Bright.40&5%
Bicycle
Club.....40%
Superior.....45%
Pea Cherwell.....40%
Protection.....40%
Boardman's.....60@65&5%
Coes':
Genuine.....8 ½&10&5&5&2%
"Mechanics'".....60&10&10 &5&5&3
Donohue's Engineer.....40%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme.....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1898...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....45c
Linseed, City, Boiled, in barrels ₩ gallon.....47c
Out of Town on Spot..₩ gal.....45c
Calcutta, Raw, in bbls....₩ gal. 60c
Lard, Prime City.....₩ gal. 42@44c
Extra, No. 1.....36@38c
No. 1.....32@33c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ₺.....5@5¼c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ₺ net.....6¼
In lots of 500 pounds and over, ₩ ₺.....5½@5¾c
White Lead, Foreign, in Oil, ₩ ₺ 8½@9c
Litharge, Kegs, ₩ ₺.....5½@6c
Zinc, American, Dry, ₩ ₺....4¾@5c

Putty—

In bbls. and half bbls.....1¾@1¾
Putty in Bladders.....1¾@2
Putty in Tins.....1¾@2

Spirits Turpentine—

In regular bbls..... @44½c
In machine bbls.....45 @——c

Dry Colors—

Blue, Chinese	₩ ₺ 30	@35	
Blue, Prussian	₩ ₺ 29	@33	
Blue, Ultramarine	₩ ₺ 6	@30	
Sienna, Italian, burnt & powdered	₩ ₺	4½@10	c
Sienna, Italian, raw & powdered	₩ ₺ 3	@7	c
Umber, Turkey, burnt	₩ ₺	2½@3¼	c
Umber, Turkey, raw	₩ ₺	2½@3½	c
Green, Chrome, Ordinary	₩ ₺ 4	@11	c
Green, Paris, in bulk	₩ ₺ 15	@1	
Indian Red, American	₩ ₺	2½@ 3	c
Indian Red, English	₩ ₺	4½@8½	

Colors in Oil—

Black Lampblack, Best	₩ ₺ 13	@15	c
Black Lampblack, common	₩ ₺ 7	@10	c
Blue, Chinese	₩ ₺ 25	@40	c
Blue, Prussian	₩ ₺ 25	@33	c
Blue, Ultramarine	₩ ₺ 16	@20	c
Sienna, burt	₩ ₺ 14	@18	c
Sienna, raw	₩ ₺ 14	@18	c
Umber, burnt	₩ ₺ 13	@16	c
Umber raw	₩ ₺ 13	@16	c
Brown, Vandyke	₩ 13	@16	c

The Brownfield Buyer's System

Is a practical, economical and efficient method of preserving Catalogues, Price-Lists, Samples, and printed or written memoranda relative to your subjects of purchase or business in a convenient and accessible form for quick reference. It will interest you. Full particulars for the asking. Write to

THE FOLDING PAPER BOX CO., South Bend, Ind.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"SHOULD MISS IT VERY MUCH."

Morley Bros., Saginaw, Mich. [*General Hardware*]: We receive HARDWARE every issue, and find it of such interest as to oblige us to look through its pages quite carefully, and note with considerable interest the items you publish. It is quite an aid to the writer in his branch of the business, and we wish to say, that we should miss your paper very much indeed, if we did not receive it. W. L. Sandford.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adzes.
Fred W. Peck, Cohoes, N. Y.

Agricultural Implements.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Anti-Rattlers.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Anvils
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arms and Ammunition.
Cycloid Cycle Co., Grand Rapids, Mich
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G Smith & Co., Philadelphia.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
Waterbury Brass Co., New York.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Auditing.
The Audit Co., New York N. Y.

Augers.
Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.

Axes.
Wm. H. Mann, Mill Hall, Pa.
Fred W. Peck, Cohoes, N. Y.

Babbitt Metal.
Bruce & Cook, New York
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Barb Wire.
Fuller Bros. & Co., New York.

Basin Plugs.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Bearing Metal.
Magnolia Metal Co., New York.

Bells.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belting.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.

Bench Stops.
Charles Morrill, New York.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co. New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Chas. J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Blind Hinges.
Stanley Works, New Britain, Ct.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmith's Outfits.
Holroyd & Co., Waterford, N. Y.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
Steward & Romaine Mfg., Co., Philadelphia.

Boxes.
Folding Paper Box Co., South Bend, Ind.

Box Openers.
Smith & Hemenway Co., New York, N. Y.

Box Straps.
Cary Mfg. Co., New York.

Braces.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Brackets.
Atlas Mfg. Co., New Haven, Conn.
W. C. Heller & Co., Montclair, N. J.
Stanley Works, New Britain, Ct.

Brass & Composition Castings.
Magnolia Metal Co., New York.

Brass, Manufacturers.
Waterbury Brass Co., New York

Bronze Powders.
J. Manching & Co., New York.

Buffing Wheels.
Divine Bros., Utica, N. Y.

Buggies.
Parry Mfg. Co., Indianapolis, Ind.

Builders' Hardware.
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn, and New York.

Bungs.
John Sommer's Sons, Newark, N.J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Alfred Field & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.

Carriages.
Parry Mfg. Co., Indianapolis, Ind.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H

Chisels.
Underhill, Clinch & Co., New York

Chucks
Smith & Egge Mfg. Co., Bridgeport, Conn
Standard Tool Co., Cleveland Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H
Lancaster Machine & Knife Works, Lancaster, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co. Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Clothes Line Reel.
Burr Feeler Co., Batavia, Ill.

Coal Screens.
Edward Darby & Sons, Phila., Pa.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago

Countersinks.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

Digitized by Google

Curled Hair.

Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Curtain Rings.

American Ring Co., Waterbury, Conn.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Derricks

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co. New York.
Standard Welding Co., Cleveland, Ohio.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Sedgwick Machine Works, Poughkeepsie, N. Y.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enamelled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg., Co., Philadelphia.

Export Agents.

John H. Graham & Co. New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa
Sickels & Nutting Co. New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, Brooklyn, N. Y.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co. New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubbe Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co, Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Graters.

Edgar Mfg. Co., Reading, Mass.

Grindstones.

Cleveland Stone Co., Cleveland,

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Bartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co, New York.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N Y

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., Cleveland and New York.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brauerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Smith & Hemenway Co, New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
T. F. Welch & Co., Boston.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters, Oil.

Novelty Mfg. Co., Jackson, Mich

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co Buffalo N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J

Digitized by Google

Hones, Razor.

Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.

American Ring Co., Waterbury, Conn.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
W. C. Heller & Co., Montclair N. J.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Enterprise Mfg. Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
American Ring Co., Waterbury, Conn.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Machinists' and Machine Works.

T. F. Welch & Co., Boston.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Model Making.

T. F. Welch & Co., Boston.

Nails.

American Ring Co., Waterbury, Conn.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York

Office Railings

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co, New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Stocks and Dies.

Holroyd & Co., Waterford, N. Y.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Taps.

Holroyd & Co., Waterford, N. Y.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wiss.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York

Digitized by Google

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co. Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester.

Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Printers' Materials.

Heber Wells, New York.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co, Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co. N. Y.

Ranges.

Champion Steel Range Co., Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.

Razor Strops.

William A. Shull, Philadelphia
Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co, Cleveland, O.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So. Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co., Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia.

Safes.

Herring-Hall-Marvin Co., New York.

Sand Paper

Bender, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Sanitary Stills.

Cuprigraph Co., Chicago, Ill.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
A. J. Wilkinson & Co, Boston, Mass.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading, Pa.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Scoops.

James F. Martin, Frankford, Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadelphia.
Porter Screen Mfg. Co., Burlington, Vt.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.

Screw Cutting Tools.

Holroyd & Co., Waterford, N. Y.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Montclair N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N.J.
Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co. Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H Graham & Co., New York
Nickels & Nutting Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Spark Guards.

Edward Darby & Sons, Philadelphia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Springs.

Wallace Barnes Co., Bristol Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.
T. F. Welch & Co., Boston.

Spring Cutters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadelphia.

Stair Nosings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Digitized by Google

Steel.
Wallace Barnes Co., Bristol, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Step Ladders.
Bicycle Step Ladder Co., Chicago.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
F. E Myers & Bro., Ashland, Ohio.

Stove Lining.
William M. Newton, Albany, N.Y.

Stove Polish.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trucks.
See Trucks, Stove.

Stones, Scythe, Oil, Etc.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Strainers.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Strops, Razor.
Alfred Field & Co., New York.
William A. Shull, Philadelphia.

Tackle Blocks.
Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.
Salem Nail Co., New York.

Tape Measures.
Alfred Field & Co., New York.
Keuffel & Esser Co., New York.
Waterbury Brass Co., New York.

Taps and Dies.
Holroyd & Co., Waterford, N. Y.

Tiles.
Merchant & Co., Philadelphia, New York, Chicago, Brooklyn.

Tin.
Berger Bros. Co, Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Tinned Nails.
Salem Nail Co., New York.

Tin-Plate.
Bruce & Cook, New York.

Tire Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.
A. P. W. Paper Co., Albany, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
W. L. Barrett, Bristol, Conn.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Thos. L. Dickinson, New York.
Alfred Field & Co., New York.
Holroyd & Co., Waterford, N. Y.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Traps.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
J. M. Mast Mfg. Co., Lancaster, Pa.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
National Saw Co., Newark, N. J.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
Williamson W. N. Co., Newark, NJ.

Tubing.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
Cleveland Twist Drill Co., Cleveland, O.
Kearney & Foot Co., New York.
Standard Tool Co., Cleveland, O.

Valves.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Varnishes.
Glidden Varnish Co., Cleveland, Ohio.

Vases, Flower.
Edward Darby & Sons, Philadelphia.

Ventilators.
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia New York, Brooklyn, Chicago.

Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.
Lane Brothers Co., Poughkeepsie, N. Y.

Washers.
Clark & Cowles, Plainville, Conn.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Welding.
Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Kilbourne & Jacobs Mfg. Co., Columbus, O.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Sickels & Nutting Co., New York.

Wire, Manufacturers.
Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.
Waterbury Brass Co., New York.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Cloth.
Clinton Wire Cloth Co., Clinton Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Wright & Colton Wire Cloth Co., Worcester, Mass.

Wire Goods Manufacturers.
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
T. F. Welch & Co., Boston.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Gates, Fences and Fencing.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Wright & Colton Wire Cloth Co. Worcester, Mass.

Wire Lathing
Edward Darby & Sons Philadelphia.

Wire Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Work.
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.
John Sommer's Son, Newark, N.J

Wrenches, Manufacturers.
Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E Myers & Bro, Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

Yellow Metal Nails.
Salem Nail Co., New York.

Zinc.
Bruce & Cook, New York.

Zinc Nails and Tacks.
Salem Nail Co., New York

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.

AND EVERY KIND OF

IRON, STEEL, BRASS AND COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. | 117 and 119 Liberty Street, NEW YORK. | 171 and 173 Lake Street, CHICAGO. | 25 and 27 Fremont Street, SAN FRANCISCO.

Digitized by Google

HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
American Railway Supply Co.... 5
American Ring Co..... 11
American Shearer Mfg. Co.....46
Ames Sword Co..... 6
Arcade Mfg. Co..... 2
Armstrong Mfg. Co.....14
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co..... 1
Auesble Horse Nail Co..... 8

B

Baeder, Adamson & Co..... 5
Bardsley, Jos.....15
Barnes (Wallace) Co 41
Barnett (G. & H.) Co.....64
Barrett, W. L..... 1
Berger Bros Co..... 14
Berger Bros. Co.....48
Berger, L. D..... 4
Bicycle Step Ladder Co..... 6
Bigelow, J. F.....11
Boardman (Luther) & Son.....48
Bominer Bros.....64
Brainerd-Tanner Co..... 2
Brass Goods Mfg. Co.....48
Bruce & Cook 16
Bryan Mfg. Co..... 4
Burr-Fesler Co 11
Burr Mfg. Co.....16

C

Capewell Horse Nail Co.....64
Cary Mfg. Co 48
Champion Safety Lock Co.....41
Champion Steel Range Co.....13
Chatillon (John) & Sons..... 4
Chilton Paint Co.....43
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Coates Clipper Mfg. Co.....10
Coes Wrench Co..... 7
Conroy (P. J.) Co..... 6
Contractors' Plant Mfg. Co.....41
Covert Mfg Co.....11
Cronk Hanger Co.....17
Cuprigraph Co... 8
Cushman & Denison.....37
Cycloid Cycle Co.....10

D

Darby (Edward) & Sons 63
Dickinson, Thos. L.....41
Disston (Henry) & Sons..... 5
Divine Bros..... 2
Dixon (Jos.) Crucible Co..... 5
Dunbar Bros.....63
Du Pont (E. I.) de Nemours & Co. 3

E

Economy Pencil Adv. Co.....15
Edgar Mfg. Co. 18
Ellis & Helfenberger.....46
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 41

F

Field (Alfred) & Co..... 6
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....56
Ford, Reuben. 10
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg Co 63
Glidden Varnish Co.. ... .35
Goodell Co.....15
Gould Packing Co..... ....'3
Graham (John H.) & Co..... 8

H

Hanson & Van Winkle Co..... 2
Hardwaremen's Exchange.....46
Hardware Publishing Co.....39
Harrington & Richardson Arms Co.....13
Harrison Bros. & Co , Inc.....18
Hartley & Graham..... 1
Heinisch's (R.) Sons Co.....38
Heller (W. C.) & Co.....13
Herring-Hall-Marvin Co.....41
Hickey (M. H.) & Son.....43
Hill Dryer Co.....16
Hill (N. N.) Brass Co..... 48
Holmes & Edwards Silver Co..... 6
Holroyd & Co..... 7
Howard Iron Works.....41

I

Iowa Farming Tool Co.....41
Ives (H. B.) & Co.....14

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Kearney & Foot Co.....41
Keuffel & Esser Co..... 8
Kilbourne & Jacobs Mfg. Co.....37
Kimball Bros.....14
Kohler (F. E.) & Co.....45

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....36
Lancaster Machine & Knife W'ks.10
Lane Brothers Co..... 2
Leonhardt & Co.....15
Litchfield J. M.....41
Lowenstein, R. J..... 1

M

Magnolia Metal Co..... 1
Mann Wm. H.....46
Marching (J.) & Co 5
Martin, James F.....46
Mast (J. M.) Mfg Co.....10
McKinney Mfg. Co.....17
Merchant & Co.....14
Miles, Franklin S..... 8
Morrill, Charles 13
Mugford, A.. 43
Myers (F. E.) & Bro.....16

N

National Enameling & Stamping Co 9
National Saw Co.....10
N. J. Car Spring & Rubber Co....45
New Jersey Wire Cloth Co.....61
New York Stamping Co.....63
Newton Wm. M..... 2
Nicholson File Co.....64
Niles Mfg. Co 2
North Bros. Mfg. Co..... 13
Novelty Mfg. Co.....17

P

Parry Mfg. Co..... 4
Payson Mfg. Co..... 2
Peck (Fred W.) & Co..... 4
Pennsylvania Wire Works.....63
Philadelphia Commercial Museum.....45
Pike Mfg. Co.....48
Porter Screen Mfg. Co.....13
Prescott (J. L.) & Co..... 1

R

Reading Hardware Co.....10
Remington Arms Co..... 7
Rodgers (Joseph) & Sons 6
Rolfe, I.....43
Root Bros. Co.....43
Root Bros. Co.....46

S

Salem Nail Co.....45
Samson Cordage Works..... 1
Sargent & Co..... 43
Scranton (The) & Co.. 1
Sedgwick Machine Works.....14
Sickels & Nutting Co .....'1
Silver Mfg. Co..... 2
Smith E. G..... 45
Smith & Egge Mfg. Co.....13
Smith & Hemenway Co.....'4
Sommer's (John) Son.....64
Standard Co.....43
Standard Tool Co..... 1
Stanley Rule & Level Co.....37
Stanley Works..... 1
Stebbins (Chas. J.) & Co..... 3
Stevens (J) Arms & Tool Co..... 7
Steward & Romaine Mfg. Co 46
Stimpson (Edwin B.) & Son.....64
Storm Mfg. Co.....14
Stowell Mfg. & Fdry. Co.....43
Sudlow, John W.....11

T

Tie Co..... 1
Tower & Lyon.....13
Townsend, C. C. & E. P.....46
Tuck Mfg. Co..... 4

U

Underhill, Clinch & Co.....15
Underhill, Clinch & Co. 15
Union Hardware Co.....13
Union Metallic Cartridge Co..... 1
U. S. Desk, File & Cabinet Co....45

V

Van Wagoner & Williams Hdw. Co.....64
Voigt, Starr & Co..... 8

W

Warren (J. D.) Mfg Co.....13
Waterbury Brass Co.....43
Welch (T. F.) Mfg. Co 6
Wilkinson (A. J.) & Co.....13
Williamson W. N. Co..... 7
Wright & Colton Wire Cloth Co..6

Digitized by Google

RE

N WIRE CLOTH (

Manufacturers of every description of

WIRE CLOTHS,

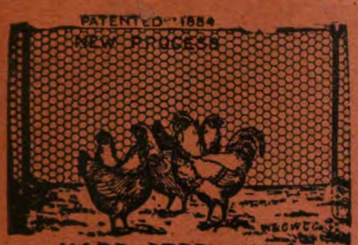
"St. [illegible]nish" Galvanized Poultry Nettings, Painted Window Screen

Farm Fence, &c.

Products of this Company are everywhere accepted as STANDARD.

76 Beekman St.,	Sears Building,	137 Lake St.,	Factory and Main Office,
New York.	Boston.	Chicago.	Clinton, Mass.

WRIGHT & COLTON WIRE CLOTH CO.



HARD-STEEL-WIRE

Poultry Netting *All meshes and sizes of Wire, Galv'd "BEFORE" and "AFTER" Weaving.*

WIRE CLOTH *Galvanized, Tinned and Black, ... Brass, Copper and Rust Proof.*

WIRE *Annealed, Bright Tinned and Galvanized, ... also Solid Copper Wire.*

Riddles, Coal and Sand Screens, Galvanized Clothes Lines, Conductor, Strainers, etc.

Factories: { Palmer, Mass. / Worcester, Mass.

GENERAL OFFICE, WORCESTER, MASS.
WESTERN BRANCH, CHICAGO. ILL.

THE GILBERT & BENNETT MFG. CO.

MANUFACTURE

WIRE CLOTH, NETTING

FENCING, GATES, FENCING TOOLS

WIRE GOODS, WIRE WORK

STABLE FIXTURES, RAILINGS, WINDOW GUARDS.

WIRE LATHING WITH HAMMOND'S METAL FURRING.

Pearl Wire Cloth.
Galvanized Steel Wire Cloth.
Galvanized Wire Poultry Netting.
"Cottage" Lawn and Garden Fencing
"G & B" Web Wire Fencing.
Sieves, Riddles, Screens.
Gilbert's Rival Ash Sifter.
House Furnishing Wire Goods.

44 Cliff Street,
NEW YORK.
153 Lake Street,
CHICAGO.
Factories: { GEORGETOWN, CONN. / WIRETON (three miles from Chicago), ILL.
ESTABLISHED 1818.

THE OLDEST AND LEADING MANUFACTURERS OF GALVANIZED WIRE GOODS IN AMERICA.

Eclipse CURRY COMBS

WE make the largest assortment of all that is best in Curry Combs of any manufacturer in the world. We are the sole makers of the **Patent Reform and Magic Self Cleaning Curry Combs.**



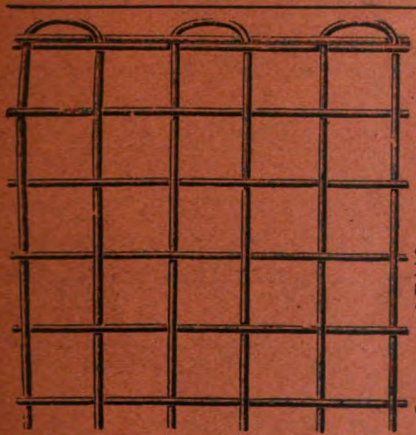
Catalogue on Application.

MADE OF THE FINEST
Cold Rolled Steel and Brass. . . .

NEW YORK STAMPING CO.,

North Eleventh and Berry Streets,

Brooklyn, New York, U. S. A.



PENNSYLVANIA WIRE WORKS

EDWARD DARBY & SONS,

233-235 Arch St., PHILADELPHIA, PA.

. . . MANUFACTURERS OF . . .

GALVANIZED
BRASS . . .
STEEL . . .
COPPER . .

"WIRE CLOTH."

Sieves, Riddles, Coal and Sand Screens, Wire and Iron Guards Railings, Flower Stands, Nursery Fenders, Spark Guards. . .

"EVERYTHING IN WIRE." SEND FOR CATALOGUE

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

TRADE MARK



A. CHIPMAN, Treas.

GOULD'S
STEAM & WATER PACKING

Never sticks the T[illegible]
The Original Ri[illegible]
In ordering gi[illegible]
meter of [illegible]
and V[illegible]
None gen[illegible]

BRASS

Digitized by Google

NICH

FILES

5 Factories—76,800 Daily Production.

NICHOLSON FILE CO., - Providence, R. I., U. S. A.

S. M. Nicholson, Prest. & Gen. Mgr. LARGEST MAKERS IN THE WORLD.

Mention

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case .....List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

JOHN SOMMERS BEST I. X. L.

THE I. X. L. FAUCET

BEARS THIS TRADE MARK.

IT HAS NO EQUAL FOR THE PRICE.

JOHN SOMMER'S SON, 355-365 Central Ave. NEWARK, N.J.

CAPEWELL HORSE NAILS

Tensile strength one-half greater than that of any other nail made.

MADE BY

H-4

The Capewell Horse Nail Co., Hartford, Conn.

BLACK DIAMOND FILE WORKS,

Est. 1863. Inc. 1895.

TRADE MARK.

Twelve Medals Awarded t International positions.

Special Grand Prize Gold Medal at Atlanta, 1895

H. BARNETT COMPANY, lphia, Pa.

8.

"OLD RELIABLE"

High Grade

BIT STOCK DRILLS, WOOD BITS.



CLEVELAND TWIST DRILL CO.,

New York Store, 99 Reade St.

CLEVELAND, OHIO, U. S. A.



GEM

Spring Hinges.

Twenty Years of

SUCCESS.

BALL TIPS, Made in All Finishes.

Sold by Leading Jobbers.

MADE BY

oner & Williams Hdw. Co.

LAND, O., and NEW YORK.

Digitized by Google

Digitized by Google

Digitized by Google

Digitized by Google

Digitized by Google

Digitized by Google

Digitized by Google